The National COOPERS' JOURNAL

DEVOTED TO THE COOPERAGE INDUSTRY

A paper of great value to all stave, hoop, heading and liner manufacturers; to all makers and users of barrels, kegs, casks, tubs, pails, machinery and mill supplies.

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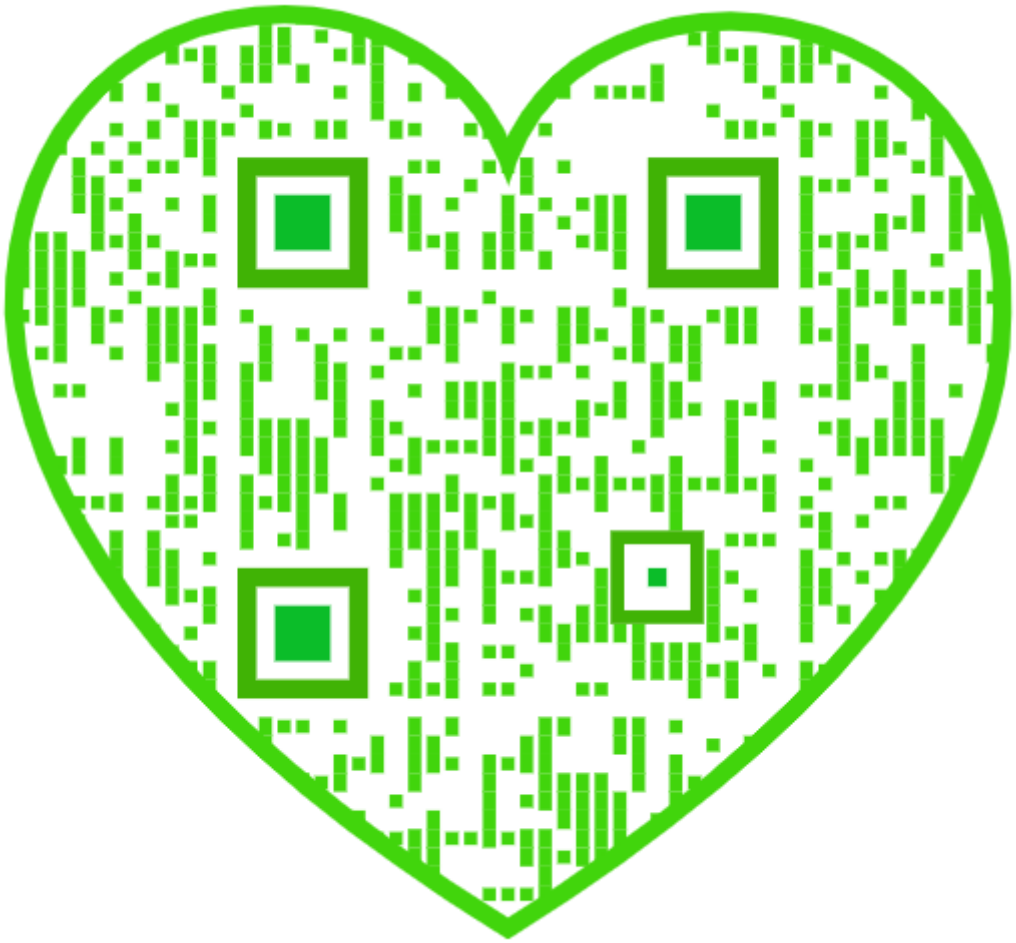

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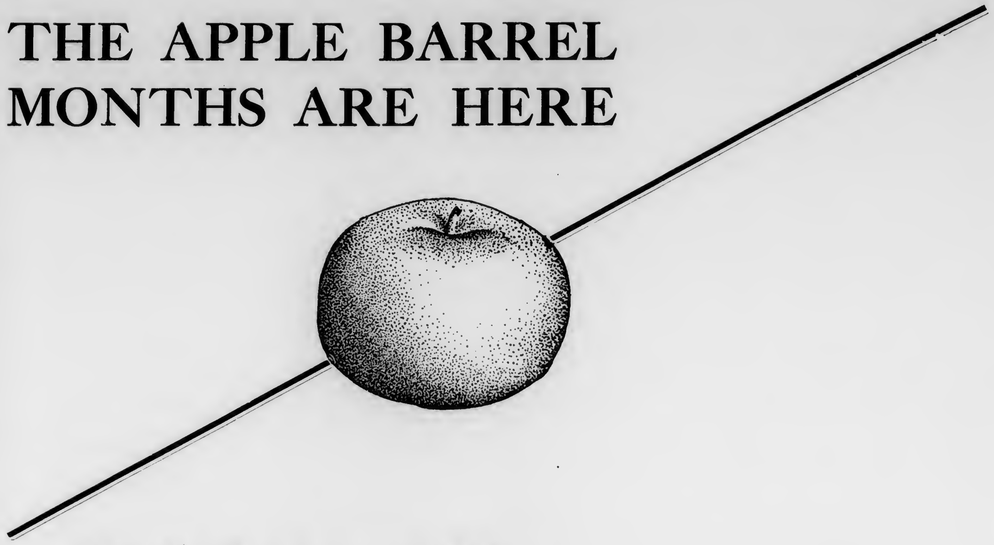

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The barrel demand this year promises a splendid run of prosperous business for all barrel and barrel stock manufacturers who will steadily advertise their line of product during the coming months.

Begin your drive for more sales with the July Annual Apple Number. Immediately is none too soon to secure your space. Mail order and advertising copy and we will do the rest.

The National Coopers' Journal

PHILADELPHIA

The National Coopers' Journal

FORTH-THIRD YEAR | Philadelphia, June, 1927 | $2.00 PER YEAR VOL. XLIII, No. 2

When "The River" Came Out

Interesting History of the Mississippi Rises; When Timber Was Cut From Boats and When the Flood Waters Were Friendly to Man

When more than half a century ago the increasing price of standing timber in the middle northern States foretold the depletion of the supply, and the cooperage industry began to move towards the South, where stumpage was cheap and abundant, Tennessee and Southern Missouri were the first new fields for their operations, then they crossed into Arkansas.

Mill owners and their journeymen stave cutters and jointers, going from Ohio and Indiana into Arkansas, were surprised to find that many planters in that State, and their negro laborers as well, kept small, flat bottomed boats in their barns, or on their premises, ready for use, as they said, "when the River came out." Timber cutters working in the lowlands were amazed to find monstrous stumps of cypress trees rising to a height of ten or fifteen feet, and similar stumps could be seen standing like monuments in many cotton fields. The newcomers knew, of course, that these trees had been cut so high to avoid the huge swelled butts that were too thick to be cut through, and to secure only the best and straightest part of the trees, but wondered what kind of scaffolds had been built up around the trees to enable the woodsmen to cut so high, and wondered still more to hear the explanation of the old settlers, "We did not build scaffolds, but cut the trees from our boats when the river came out."

"The River" is its Name

"What river do you mean?" the newcomers asked, knowing that they were many miles from any considerable stream.

"Why, the RIVER, of course," the natives replied.

The Arkansas, the White, the St. Francis, the Red and the Sunflower Rivers are spoken of by name, but south of the Ohio the genuine old settler never names the Mississippi. It is simply the RIVER.

When Timber Was Cut in Boats

Cooperage stock mills, in rapid succession, dotted the country between Memphis and Little Rock, made their appearance along the Frisco Railroad and its branches in Northern Arkansas and sprang up in the densely wooded section of Western Tennessee, and the mill men soon learned that the RIVER did "come out," came out unexpectedly and without apparent cause. Sometimes when the weather was so dry that bush fires were creeping slowly through the bottom land and eating great holes in the dusty, peaty soil, and bucket brigades were kept busy keeping the flames away from the stave sheds, the RIVER would "come out," covering the country for thirty miles on each side of its bed. Then all hands were set to work salvaging the logs and bringing them to the mill, over routes where mule wagons had recently been used, and the newcomers, as the old settlers before them had done, went out in boats and cut trees, leaving stumps from ten to fifteen feet high. Most of the mills had been built on small areas of high ground, and during the continuance of the high water operated on islands, surrounded by an apparently shoreless sea.

Preparations Were Made to Protect High Priced Stock

In many instances the mill owners welcomed the floods, for it made it easy for them to float fine timber to the mills from marshy places not accessible by mule team. Sometimes the water rose over the islands and stopped the mills for a few days, then receded, with little damage done. Bales of finished heading were stored on lumber piles out of harm's way. The high priced staves at the mills were 29" ash buttertub stock, which was not damaged by a little water, and was valuable enough to pay for some extra pains in taking care of it, and as for the gum staves, just coming into general use, it did not matter much about them. The staves from the tops of the piles were not wet, and could be shipped to Northern markets, while the flooded staves from the bottoms of the piles, after the dried mud had been scraped off of them by small boys, were shipped to New Orleans, where "high water staves" were a recognized grade, always usable for something at some price.

"The River" Recognized No Control

As the years went by the levees grew stronger, and higher than any previous high water level, but the RIVER would simply back up through the tributaries and flood the country as before. Then, after a mighty struggle, the most troublesome of the smaller streams were confined by levees, but when the RIVER was high the tributaries had no outlet and rose higher than ever, drainage ceased, and the country was flooded as before. Still the mill men were not discouraged. Whenever any of them suffered a considerable loss they considered that they were paying for their education, and devised schemes for avoiding such losses in the future.

What the Newcomers to Louisiana Faced

When the Northern mill men invaded Louisiana they found themselves in a new world, confronted by new problems. Below Red River the drainage is not towards the RIVER, but away from it, and the smaller streams are bayous. The country is a delta, and the bayous are in reality outlets of the RIVER, covering the whole region with a maze of watercourses, so that a detailed map of Louisiana would look like a fantastic pattern of fine lace.

As the general drainage is away from the RIVER, so all local drainage is away from the smaller streams. In countless overflows the streams have dumped their sediment just outside their banks, and in the course of centuries have built up broad levees for themselves. On these natural levees the early settlers built first their rude huts, then their grand mansions and their million dollar sugar mills. In early times no land had any value except along the natural levees, and lands were apportioned and sold according to the primitive French measurements of so many "arpents" and "toises" along the river or bayou front, and "extending back to the swamp," so that a great plantation was often a narrow strip of a few acres front on the stream and going back indefinitely, and it was only the growing scarcity of timber in other States that made these heavily wooded swampy tracts behind the plantations valuable.

The Pioneers of Stave Manufacture

From the time of the first settlements hardy woodsmen had rived out heavy tight staves in the rear of the plantations, piled them in safe places along the banks of the bayou and sent them by boat to New Orleans for shipment to Europe. This business assumed enormous proportions, and was continued for many years, but the supply of timber was so vast and the growth of the trees so rapid that men thought that the business would endure forever.

The Development of Industry

When the mill men came they established their plants on the high ground beside the

bayous, obtained their timber by means of tram roads or barges and tugs, and could ship their finished products either by rail or steamboats that traversed the innumerable watercourses. Such industries as cooperage stock plants, shingle mills, coopershops, cotton gins and moss cleaning plants were all beside the bayou, the schoolhouses were on the water front, and, as the most convenient means of transit, children were carried to and from the numerous and excellent schools by boats. The best residences were all on the waterfront, and every bayou had its "Stringtown," an endless village with one street, where the wagons of the bakers, butchers, ice men and newsboys made their regular daily deliveries, and every landowner's property extended, as his title deed declared, "from the bayou back to the swamps." These bayous, though often narrow, crooked and sluggish, were deep, and were navigable all the year round.

"The Sugar Bowl" of the Country

This country, as described, was the famed "Sugar Bowl," which furnished 98 per cent. of the cane sugar produced in the United States, and this sugar production was so large that local mills could not supply the packages needed, and for a quarter of a century it was one of the best cooperage stock markets in the world, then marketing conditions changed, sugar production fell off, black poverty stared the once rich cane grower in the face, and the demand for cooperage in this section ceased entirely, but not for long.

Then Along Came the Vegetable

The planter who thought that raising any crop but cane was "negro work," beneath the dignity of a gentleman, took to diversified farming, and found that produce, raised for the northern markets, was more profitable than cane had been. Much of this produce was shipped in barrels, and so the coopers prospered again.

"The Sugar Bowl" Had No Fear of Floods

No one in the "Sugar Bowl" was apprehensive regarding floods. During the floods of 1912 and 1922 the RIVER "came out," did great damage in Arkansas and Mississippi, but in Louisiana the waters furnished a little harmless amusement to the children, then spread out through the innumerable watercourses and was gone.

One of these watercourses was, however, a real and ever present source of danger, and that was the Atchafalaya, a stream that connects with the Red River near where it joins the RIVER. When the Red was high its superfluous waters escaped through the Atchafalaya to such an extent that many engineers believed that it would be best to cut off the Red from the RIVER and let it flow permanently through the Atchafalaya. The case, however, had long been decided against them, for in 1896 ponderous stone sills were laid down across the Atchafalaya at Simmsport, La., reducing the waters of the stream to a maximum depth of ten feet during its low stages, and an elaborate system of levees was erected along Old River, and other channels, to keep an excess of water from escaping into the "Sugar Bowl."

When the River "Came Out"

Early this spring the RIVER "came out," and in the great cooperage stock country to the north of us formed a lake more than twice as large as the State of Massachusetts, stopping work, damaging stock and plants, or sweeping them away entirely. Still the "Sugar Bowl" was safe, and the people of New Orleans were not apprehensive, though the waters of the RIVER, restrained only by a levee, were twenty feet higher than the level of their streets. The city is built on ground so low that drainage is effected by means of pumps, and these pumps are so efficient that the streets are kept dry, except when the lightning, as it has twice recently, strikes the cable that carries the power to the pumps, and the country immediately tributary to the city was thought to be as safe as the city itself, and business went on as usual.

The Flooding of Rich Fertile Country

The first alarm was felt when a giant tanker rammed the levee below town, making a breach through which the waters poured over an important trucking region on the west side of the RIVER. Then, on the advice of government engineers, a crevasse, 2,800 feet wide, was opened on the east side of the RIVER to relieve the pressure on the upper levees, flooding a country that ships 700 carloads of vegetables per annum. Still the "Sugar Bowl" was safe as long as the Old River and Bayou des Glaises levees, up in the narrows between the RIVER, the Red and the Atchafalaya, held back the flood. At last those levees gave way, the waters spread, and a raging sea, sixty miles wide, roared down over the northern half of the "Sugar Bowl," sweeping all before it.

Small and Great, Rich and Poor—All—Have "Carried On"

No man who knows and loves that part of Louisiana could bear to write of that disaster, were it not that the patience, fortitude and courage of those afflicted people, and the promptness of the whole country in rushing to their assistance, transforms the story of a great calamity into a hero tale. The disaster has disclosed no slacker or coward. The many prominent men who have worked nobly and unselfishly to aid the sufferers would be the first to admit that the poorest white and the most ignorant negro have, according to their ability, done quite as well.

What Will Happen Next No One Knows

At this writing there is a broad strip of land west of the RIVER and extending from twenty miles below the city to one hundred miles above it that is apparently safe. By the time this reaches THE JOURNAL'S readers that land, together with the entire lower part of the "Sugar Bowl," may be entirely inundated, or the waters may have receded, and the work of rebuilding and replanting commenced. Prophecies are useless. No man knows what the RIVER is going to do.

Some engineers believe that the RIVER is changing its course, and that it will tear away the stone sills at Simmsport, and flow permanently through the Atchafalaya, while other engineers, equally competent, deride this as nonsense.

For a century men have wrangled acrimoniously over the question of flood control, but now, although every man has a different theory, all animosities are buried, and any plan of relief which the government engineers decide upon as the most feasible will be welcomed. The universal opinion is that something must be done, if not in our way, then in some other way.

Good Apple Crop Prospects in Germantown, N. Y., Section

GERMANTOWN, N. Y.,
May 18, 1927.

EDITOR, THE JOURNAL:

It may interest you to know that the fruit growers in the section around Germantown, N. Y., have good prospect for a large crop of fruit. The outlook is better than last year.

I make the barrels for the Germantown Fruit Growers Association and I expect to make around one hundred thousand machine, apple and pear barrels this season.

Very truly yours,
C. W. GUNCKEL.

Expect to Begin Manufacture of Medicinal Whiskey in the Fall

Manufacture of whiskey for medicinal purposes will be begun under Treasury supervision in time to utilize the fall corn crop, according to an announcement made by Assistant Secretary Andrews.

It was the original intention to authorize two companies to engage in making the spirits, but when the question of violation of the anti-trust laws was brought up, it was decided to allow enough corporations to enter the industry to provide competition, therefore possibly five corporations will be authorized to begin production.

Bourbon and rye whiskey will be manufactured, with an estimated annual output of 3,000,000 gallons and should there develop eventually a legitimate demand for medicinal gin, brandy or other spirits, authorization for their manufacture would be considered.

General Andrews said the officers of the corporations would be carefully chosen to insure stable and responsible companies manufacturing only pure medicinal whiskey at a reasonable price.

The manufacture of the whiskey, while under Government supervision, will be financed and operated entirely by private citizens.

Rosenkovity-Zwick Barrel Co., Cleveland, Ohio, has incorporated with $5,000 capital.

THE NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

ESTABLISHED 1885

ASSOCIATED COOPERAGE INDUSTRIES

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M. E. DOANE
EDITOR

J. A. MURPHY
BUSINESS MANAGER

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ADVERTISING RATES

will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

CORRESPONDENCE

The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

IMPORTANT ARTICLES IN THIS ISSUE

Editorials.
Wants in Cooperage Lines.
Twelfth Annual Convention of The Associated Cooperage Industries of America.
When "The River" Came out.
Canadian Cooperage Market Shows Improvement.
Normal Demand for Stock in Great Britain.
Outlook in East is Good.
Heavier Demand for Flour Barrel in Buffalo.
Louisville Barrel and Keg Demand Equals 1926 Volume.
American Manufacturers Exempt from Anti-Trust Regulations in Export Trade.
Expect to Begin Manufacture of Medicinal Whiskey in the Fall.

Trade Extension Plan Most Important Action Taken at Twelfth Annual Convention

NO one interested in the welfare of the wooden barrel can help but be encouraged by the fact that the trade extension work in its behalf is to be resumed and carried on under the direction and supervision of The Associated Cooperage Industries of America.

The time has long since passed when the product of any industry, any more than the product of an individual firm or corporation, can hope to thrive, prosper, and increase its sales without the potent and all-powerful aid of trade promotion and advertising publicity.

To keep pace with the onward rush of commercial life, the ever-increasing demands upon the buying world for every known line of manufacture, sets a mark for trade activity and business stamina that only the thoroughly alive and wide-awake can approximate.

Keeping in line with modern advancement and abreast the tide of action necessary to hold one's place in the marts of trade, at the same time that we secure our full share of the good results obtainable by earnest effort and continual progress, is one of the chief spurs and keen interests of present day business.

In the wooden barrel the cooperage industry has a shipping package that stands without a peer. To promote its interests and to back its merits with everything that its manufacturing trade possesses—money, intelligence, capacities and facilities, should be of first importance to every member of the cooperage industry, for to each and every one of these the continued life and increased sale of the wooden barrel spell bigger and better business.

Yes! THE JOURNAL is interested in trade extension work for the wooden barrel.

A "Quality Package" is the Basic Foundation of the Cooperage Industry

THAT the value and working possibilities of The Associated Cooperage Industries of America grow steadily with each year of increased activity must be apparent to every cooperage and cooperage stock manufacturer, tight and slack. Whether all such manufacturers be members of their trade association or not, no single one can fail to note the tenacity for continued life which The Associated Cooperage Industries of America possesses, nor the strengthening confidence and assurance of its executive and membership body.

Each succeeding convention finds the Association more and more alive to the trade protective and business advancing needs of the cooperage industry, and more and more determined to devise and set in operation every plan that will safe-guard its best trade interests from dangers within the industry itself as well as those to be combatted from without.

Ample testimony of the new progressive spirit was given at the recent St. Louis annual meeting, being specially in evidence during the discussion of Grade Rules and Specifications. Whether for or against the recommendations as made by the Grade Rules Committee, it was clearly shown that each and every member taking part in the discussion had but one thought in mind,—would the recommendation, if adopted, help to make the wooden barrel a better shipping package.

That a "Quality Package," not sometime but all the time, is the basic foundation of the cooperage industry, THE JOURNAL has continually maintained, and while there is the greatest need for trade extension work in the interests of the wooden barrel, such work loses in effectiveness and in benefits gained when the barrel itself is deprived, for any reason, of its superior quality.

"A Good Barrel, its own best salesman," is as true today as it ever was, and there is no greater surety of continued business success and trade prosperity for the cooperage industry than to guarantee to the consuming industries a quality package.

THE JOURNAL believes that the suggestion of "certified stock," as made by James B. Hall of Lexington, Ky., to the Association membership assembled at St. Louis, not only has in it the germ of future standardization throughout the

cooperage industry, but that such a practice of standardization would prove a tremendous achievement, and one which would bring great and lasting benefits to the barrel and stock manufacturing trade.

We know of no reason why cooperage and cooperage stock could not be made so as to fully warrant a certification of quality by the manufacturer when the product is ready to leave the plant. On the one hand it is a matter of coöperation between stock producer and cooper,—and this desired coöperation was an outstanding feature at the Twelfth Annual,—and on the other hand "Certified Cooperage" would act as a profound factor in educating the wooden barrel consumer to the knowledge that a low-priced barrel is not always an economical package, but may prove a very expensive investment in the long run.

Nothing takes the place of "Quality" in any product, and since cooperage is a world-wide used product, THE JOURNAL predicts that the day "certified cooperage" —stock and barrels—becomes the standard practice, our industry will have builded a defense against which no drive by substitutes of any kind can prevail, and will have an offense which, when coupled with an intelligently directed and fully supported trade extension campaign, will not only recover the bulk of the trade so far lost to substitutes in the different consuming fields, but will steadily increase the use of the wooden barrel in its present markets, at the same time that it creates new markets, the barrel buying extent of which it would be difficult to even approximate at this time.

Without thought no progress is possible. Let us, therefore, give unprejudiced, unselfish, and sincere thought to the suggestion of "certified cooperage." It is worth thinking about.

Good Will and Coöperation Twin Corner-Stones of Modern Business

THE invited speaker who addressed the cooperage manufacturers assembled at St. Louis, was Mr. Harold M. Bixby, vice-president of the State National Bank of St. Louis, and president of the St. Louis Chamber of Commerce. Mr. Bixby's address in its entirety was admirable, and yet a re-reading of the same can not, we believe, fail to reveal the paramount importance which Mr. Bixby places upon "Good-Will" and "Coöperation" in business. Of these two valuable assets of modern business, Mr. Bixby says:

"In the banking business the progressive bankers are thinking more and more in terms of the value of good will. That may sound like a very broad statement, but it happens that I personally have been in on a number of "workouts." Usually on a "workout" you can figure brick and mortar at about 20 cents on the dollar, but good will, if there is a real good will, a company of long standing in its particular line whose products are well and favorably known, a plan can be worked out to reorganize that business and put it on its feet, to the end that the bank can make a recovery that it could not make out of the purely fixed assets, the brick and mortar and machinery. So good will is a tangible asset in your business. It is becoming more and more so. Good will is not built on price cutting. Good will is built on service, and service is the password of success today. Service of the kind where you know your product is right, where your salesman knows what he is talking about. The day of the old spread eagle, hail-fellow-well-met salesman is past. The salesman of today must know his merchandise, and must be able to perform a real service to the man whom he is selling.

"In the main the thought that I would like to leave with you in closing is that of coöperation, of working close together. Down in a part of the flooded district they organized a group of farmers who have agreed that they will work together, buying seed, through the agencies that have been set up, and as the water goes out the entire organization of these farmers will go to the man's land that is out of water and work his land. If you have a farm they come in as the water recedes from your land and they plant your farm. Then in turn, when the water leaves the other fellow's land, you go in and help him. So it is with them. If we could just work together all the time as they are doing down there, for instance, under pressure, under necessity, if we can just learn the value of coöperation, this business, and every business, will go ahead."

WANTS IN COOPERAGE LINES

A. B. Houtz, Elizabeth City, N. C., is in the market for one or two No. 59½ Holmes Windlass Machines.

Perth Amboy Barrel Co., 1049 State St., Maurer, N. J., is in the market for single head and double head barrels suitable for tar from 48 to 55 gallon capacity.

Philip W. Babcock, 24 Stone St., New York City, is in the market for a Weimar Washing Machine, either outside and inside or outside.

Ramoneda Bros., 2533 Tchoupitoulas St., New Orleans, La., are in the market for White Oak Flat Bucked Staves No. 2, all sizes and White and Red Oak Flat Sawn Staves 46"x1¾" and 36"x1¾".

"Staves," care of THE NATIONAL COOPERS' JOURNAL, *Philadelphia, Pa., is in the market for red and white oil staves, 34"x¾" and cut offs and boards for headings, for export from Galveston or New Orleans.*

N. V. Machinale Kuipery "Electra," Vlaardingen, Holland, is in the market for red and white oak staves for herring barrels. These staves are to be air dried 28½"x½" cylinder sawn and jointed only. This company also wants quotations on bevelled and dowelled heading 17⅝"x⅝". All quotations should be cif Rotterdam.

American Manufacturers Exempt From Anti-Trust Regulations in Export Trade

Speaking before the National Foreign Trade Convention in Detroit last month, on the subject of "Agreements in American Export Trade," Gilbert H. Montague, of the New York Bar, said that conditions abroad may soon develop that may make it desirable for American exporters to abandon their present individualistic attitude, and to come to an agreement with one another regarding prices to be charged or orders to be allotted in foreign markets.

With the spread, throughout Europe, of trade agreements and "cartels" of international proportions, conditions may develop, in some lines of trade, that may make it practically necessary for American exporters, through "associations" under the Webb Act, to come to agreements with foreign manufacturers and producers and with foreign "cartels" regarding prices to be charged or business to be divided in foreign markets.

Export managers of American manufacturers or producers, whose companies have registered with the Federal Trade Commission and complied with certain legal requirements, may now, by special exemption from the anti-trust laws, sit around the same table, agree on export prices, agree on terms of export sales, agree on export markets, and in general agree to be just as competitive or just as non-competitive with one another as they desire in export trade.

The Associated Cooperage Industries of America
In Twelfth Annual Convention, St. Louis, May 9th, 10th, 11th

New President
T. J. NASH

The inherent vigor and vitality of the cooperage industry was fully demonstrated at the Twelfth Annual Convention of The Associated Cooperage Industries of America held at the Hotel Jefferson in St. Louis, May 9th, 10th, 11th.

Despite all obstacles placed in the way by flood waters, earthquakes and tornadoes, 225 members of the Association were on hand when the Convention opened on May 9th.

Never in the history of the Association do we believe so many adverse conditions prevailed to retard the progress of a cooperage convention. Nevertheless, the Twelfth Annual was, in the opinion of all in attendance, the most successful ever held not only in point of attendance, when all difficulties of traveling are considered, but in actual accomplishments, even surpassing the notable Semi-Annual held in Chicago last November, and the Annual in St. Louis last May.

Every one was alive to the importance of the convention proceedings, as they pertained not only to the continued life and prosperity of the cooperage industry as a whole, but to the continued life and prosperity of each cooperage and cooperage stock manufacturer's individual business, with the result that every subject scheduled for discussion throughout every session was entered into with such a noteworthy spirit of determined co-operation that nothing short of wonderful trade protection and business increase can develop from the fine work accomplished at the Twelfth Annual.

The spirit that pervaded the sessions was one of co-operation, enthusiasm and optimism, and it gave one a splendid feeling of security in the future of the industry to listen to the rapid fire comments, the exposition of knowledge and the business building plans that were decided upon.

Trade Extension Work to be Resumed

The Association achieved many things at its Twelfth Annual, but most important of all, it took action upon a comprehensive Trade Extension campaign, which work is to get under way at the earliest possible moment. A committee from the Slack Branch and a committee from the Tight Branch are to work in conjunction with the Executive Committee to form a Trade Promotion program to be operated under the supervision of the Association.

The officers and members of The Associated Cooperage Industries are to be congratulated upon the adoption of the Trade Extension Campaign and THE JOURNAL makes the prophecy, without any reservations whatever, that the cooperage industry will quickly discover the unlimited benefits which can be derived from such trade promotion, when rightly directed and fully supported, in the way of increased business in present wooden barrel consuming fields, the regaining of business lost to substitute packages, and the opening up of new channels of distribution.

T. J. Nash New President

The Executive Committee held its meeting at 2.30 P. M. Monday, May 9th, and elected T. J. Nash as President for the coming year. Under the able direction of President Nash, and with the hearty co-operation of the entire Association body, the gratifying growth and progress of The Associated Cooperage Industries of America should continue and increase.

E. J. Kahn's Administration a Big Success

A live and progressive man in an important executive office is the biggest asset that an association or a business can possibly have and in its retiring president, E. J. Kahn, our trade Association had just such a man. Nothing was too much trouble for Mr. Kahn in the administration of his office, and busy though he always was, and is, the Association's affairs came first. That the membership sincerely appreciated Mr. Kahn's untiring efforts was justly evidenced in the vote taken on his retirement.

The Cooperage Industry a Working Unit for the Wooden Barrel

As wooden barrel boosters the barrel and stock manufacturers are becoming more and more of a unit, and what this consolidation of interests will mean to the wooden barrel's increased life as a carrying package is most encouraging to contemplate.

Full report of the Convention follows:

TIGHT COOPERS' GROUP

The meeting of the Tight Coopers' Group was called to order at 10 A. M. Monday, May 9th, with Chairman Winterbotham presiding.

The main subject for discussion was that of statistics, and the manner in which the entire group meeting entered into the proceedings showed conclusively that they not only realize the full value of statistical information but evinced their desire to have the entire body participate in the dissemination of accurate and reliable statistics.

It was very apparent that the statistical service is proving a big factor in the welfare of the tight cooperage trade, and is enabling its members to stabilize their business and operate with a greater degree of safety, so far as costs and production are concerned.

Retiring President
E. J. KAHN

The Tight Coopers' Group decided to continue the statistical service, and to extend every effort to secure 100 per cent. participation in the service by all members of the Tight Branch.

Matter of 6-inch Width Staves in I. C. C. Barrels

Secretary Hirt brought to the attention of the meeting, the efforts now being made to have the Bureau of Explosives accept a maximum stave width of 6 inches in the specifications covering I. C. C. barrels.

In the discussion which followed it was pointed out that the use of 6-inch staves in the I. C. C. barrels would not lower the quality of the package, if properly made, and would eliminate the possibility of waste in timber and loss to the stave manufacurer.

It was the decision of the session that the efforts of the Secretary and Manager be continued with the view of having the Bureau of Explosives authorize the use of 6-inch width staves.

There being no further business, the meeting adjourned on motion.

SLACK BRANCH—ALL GROUPS

The Slack Branch—All Groups started its session on Tuesday morning, May 10th, at approximately ten o'clock, with Vice-President J. S. Fields in the chair.

As the first order of the meeting was the consideration of Grade Rules and Specifications, the chair called on W. M. Davis, of the Grade Rules and Specifications Committee, for his report.

Before Mr. Davis read his report the meeting was advised that all recommendations of the committee adopted at this convention will not be effective for a period of six months, or until the November semi-annual convention.

Report of Grade Rules Committee

Outlining the activities of the committee, Chairman Davis said: "Inasmuch as the changes submitted vitally affect a good many of us, all of us in fact, I thought it well to invite a few members who are not members of the committee to join in the discussion and considerations of these changes. This afforded us a general consensus of opinion and enabled us to propose satisfactory recommendations to this meeting for adoption."

Will Revise Estimated Weights

Mr. Davis then reported that the first question considered by the committee was that of estimated weights on slack cooperage stock. The committee recommended that authentic and correct statistics be gathered immediately, applying to weights

C. F. BUCHELE
Vice-President,
Slack Branch—
all groups

actually reported by the railroads on shipments of staves of various sizes and timbers, during the period beginning May 1, 1926, and ending April 30, 1927, by each individual manufacturer of slack stock. When obtained the above information should be forwarded to the Traffic Manager of the Association, who will compile and average the respective weights and submit his results to the Grade Rules Committee, who will examine the new weights and submit them to the semi-annual convention in November, together with the committee's recommendations.

Recommendations Considered Separately

By a ruling of the chair, each recommendation of the committee was considered separately, rather than the report as a whole. Therefore, on a motion, properly seconded, the recommendation pertaining to estimated weights was adopted.

Fruit Barrel Stave Grade Rule Clarified

The next recommendation touched fruit barrel stave specifications. The present Grade Rule along this line reads: "Mill run apple barrel staves, unless otherwise specified, shall be cut six to two inches in thickness, and shall consist of the run of the mill from the regular run of stave logs; an average of not less than sixty per cent. of the staves in each bundle to be bright on the outside, and at least forty per cent. of all staves to be No. 1, mold on No. 1 staves no defect. All mill run apple barrel staves, unless otherwise specified, shall be jointed 19/32-inch bilge."

The committee offered the following rule to replace the rule now in force: "Mill run apple barrel staves, unless otherwise specified, shall be cut six to two inches in thickness, shall consist of the run of the mill from the regular run of stave logs, an average of not less than sixty per cent. of the staves to be bright on the outside, and at least forty per cent. of all staves to be No. 1 with respect to manufacture and timber. All mill run apple barrel staves, unless otherwise specified, shall be jointed 19/32-inch bilge."

Explaining the difference between the present rule and the proposed rule, Mr. E. P. Voll of St. Louis, pointed out that this difference is in the application of the percentage of staves that must be bright on the outside and the question of mold. "As the rule stands today," said Mr. Voll, "it reads sixty per cent. of the staves in each bundle must be bright on the outside. This means that you might ship a car and seventy-five per cent. of all the staves in that car might be clean, but you may find many bundles that have sixty percentage moldy staves, while other bundles may not have any moldy staves at all. In the proposed rule the average of sixty per cent. is to apply to the entire car.

"In the present rule it is stated that forty per cent. shall be No. 1, mold no objection. That has been revised at the suggestion of a barrel manufacturer to read that forty per cent. of the staves shall be No. 1, insofar as manufacture and timber are concerned; it has no objection to mold."

According to Mr. Voll the changes in fruit barrel staves specifications are recommended merely to simplify the rules, and to enable the association's inspector to more efficiently carry on his work. On motion by E. A. Powell, seconded by T. J. Nash, the above recommendation was adopted.

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The report of the Grade Rules and Specifications Committee being completed and the committee on statistics having no report to make, the meeting went into the discussion of the vitally important subject of Trade Promotion.

Educational Work Necessary Among Users of Potato Barrels

Feeling that the situation in the potato barrel field should be considered under the head of Trade Promotion, Chairman Fields asked for a report from E. A. Powell of Memphis. Mr. Powell said that while some correspondence touching the potato barrel had been handed to him, he had not known that he would be called upon to make a report.

Taking up the discussion Secretary Hirt said there were complaints registered with the American Railway Association, against the poor quality of the potato barrels in the eastern section, Virginia, North and South Carolina, and Florida. The association made an investigation and issued a report on the situation in the potato growing field. [An article covering the potato barrel survey and investigation as made by A. J. Lorion, Engineer, Freight Containers Bureau of the American Railway Association, appeared in the November, 1926, number of THE JOURNAL—Editor.]

Mr. Powell was of the opinion that the discussion of the potato barrel should come up during the general meeting on Wednesday.

Secretary Hirt believed it should be considered in the Slack Cooperage Group. He called attention to the fact that the association has been in touch with various members with regard to the potato barrel, and felt that the meeting would be interested in hearing Mr. Powell read his correspondence. Continuing, Mr. Hirt said that the object in bringing this question before the Slack Cooperage Branch was to secure suggestions as to the best way of overcoming the complaints against the potato barrel. The speaker pointed out that the fault is not entirely the coopers', as the growers allow the barrels to remain out in the fields for months, and then expect it to hold up in shipment. "There are two sides to this question," said Mr. Hirt, "and probably some of you can give us more information as to the best ways and means to correct the situation and save the business for the barrel."

Potato Barrel Situation Referred to Slack Coopers' Group

After reading the correspondence, Mr. Powell said it appeared to him that the matter was a problem for the Slack Coopers' Group, as there did not seem to be any criticism of the cooperage stock used in the manufacture of the potato barrels.

Mr. Voll agreed with Mr. Powell, but the chairman expressed the opinion that as there were coopers present in the Slack Cooperage Group, and that it was in the nature of a joint session, the subject was a relevant one for discussion.

Mr. Voll still contended the matter should be handled by the Slack and Tight Coopers' Group, and moved that the question be referred to that group for attention. Mr. Powell seconded the motion.

Claims that Low Price Potato Barrels Are Causing the Trouble

Before the motion was put through, the chairman called on Mr. H. B. Lowe, Fort

J. S. FIELDS
Retiring
Vice-President
Slack Branch—
all groups

Wayne, Ind., for his opinion as to the potato barrel situation. Mr. Lowe said that the complaints were due to the use of cheap barrels more than to any other cause. "The grower wants a cheap package and gets a cheap package," continued Mr. Lowe, "and when these cheap barrels are put into shipment they fail to stand up. When the grower uses a good soft pine barrel the complaints are very few. We have had letters from a number of concerns along the Eastern Shore seeking further information from the American Railway Association, as to just what they mean, how great the damage is, and on what barrel it is the greatest, whether it is a No. 2 gum barrel or whether it is the pine stave barrel."

Mr. Lowe confirmed previous remarks by members present that the growers allow the barrel to remain out in the field for months at a time under a hot sun exposed to other atmospheric conditions. This naturally is conducive to impairing the strength and efficiency of the package. Moreover, the practice of growers of improperly nailing the hoops was brought to the attention of the members present. There is an urgent necessity for education among the potato growers in the proper use and preparation of the barrel before shipment.

Question on Mr. Voll's motion to refer the potato barrel problem to the Slack Coopers' Group was called for, and the motion passed.

Slack Branch Appoints Committee on Trade Extension

Bringing forward that all-important subject of Trade Extension, Chairman Fields said: "It has been recommended several times that we carry on Trade Extension in conjunction with the Tight Coopers' Group, and I would like expressions from members present as to the consolidation of this work, under the direction of the association and committee from each group."

Taking the floor, Secretary Hirt explained why the subject was placed before the members for discussion. "The purpose of bringing this up is to see if the members are enough interested in Trade Extension to set aside or contribute to a fund to defray the expenses of a man who would devote his entire time to the promotion of the wooden

barrel. The Executive Committee has had this matter before them and would like an expression from the slack branch of the trade. The committee has been told of a man who could be educated, from the mechanical standpoint of cooperage, to take hold of this work, a man who has the other necessary qualifications, but before going further into the matter, the committee would like the views of all branches of the industry, as well as their recommendations."

In reply to a question as to what has been done by the Tight Branch, Mr. Hirt stated that the Tight Branch would discuss the question in their meeting Tuesday afternoon, that the Executive Committee is seeking an expression of opinion from all branches of the trade. "We want to find out," said Mr. Hirt, "if you think enough of Trade Extension work to be willing to contribute to a fund, to go forward in a

E. A. POWELL
Executive
Committee

progressive way." He explained that the idea at present is that of individual subscriptions, and while the association is already doing considerable Trade Extension, the time of the Secretary and Manager is occupied with many other activities, and it is not possible to give the attention to this work that it deserves and should have.

Ways and Means to Raise Trade Extension Funds

Taking the floor for the first time as a member of the association, Mark H. Brown, of the Mark H. Brown Lumber Company, Memphis, Tenn., expressed his entire approval of the proposal, except that he did not think that individual subscriptions would prove the successful way of carrying on the work. "If the association does not have the necessary funds, my opinion is that the money should be raised by an assessment," said Mr. Brown. "I am in favor of the work; I think that it ought to be done by all means, but I think that individual subscriptions would not be the way to go about it. Some would be holding umbrellas over the other fellow's head,—the other fellow would be getting the benefit of the results of Trade Extension, and it would create dissatisfaction and dissension.

Secretary Hirt said that the entire plan is at the disposal of the members, that the Executive Committee wants their ideas and suggestions, and that if they decide that an assessment is the right thing, the by-laws permit of the levying of such an assessment.

T. J. Nash felt that the assessment plan is the proper way, because any good that would come out of the trade extension work would be shared by all.

Individuals and Industry Must Advertise Their Business

"I expect I ought not to be talking too much," broke in Mr. Brown, "but I think it is important that a man advertise his own business, and that when a group of men advertise their business, I believe that is where they make a success of it. A small assessment would not amount to much in a year and this, to my mind, is the right way to handle the proposition. It would seem to me that to have a man looking after things, giving all his time to the work, would certainly be of great advantage. To illustrate, if our Trade Extension man found a farmer allowing barrels to lie out in the hot sun or in the rain for long periods, he could educate that farmer in the proper care of his shipping package. Moreover, he could prepare posters or instruction cards for distribution among barrel consumers outlining how the barrel should be used to give the best service. That would result in a system of education that would undoubtedly work wonders. A man looking after the little details like this, would correct many conditions that are hurting the wooden barrel. I think that the results would far exceed the assessment we would be asked to absorb."

E. A. Powell Asks How the Money Will Be Spent

E. A. Powell said he would like to know the plans for spending the money for trade extension, and who is going to spend it. He called attention to the fact that the association had had some trade extension work and had also had some trade extension expense.

Replying, Chairman Fields said: "Mr. Powell, this discussion is for the purpose of finding ways and means of raising money, and it seems to me that we are not getting anywhere. The chair would entertain a motion to appoint a committee to survey the Slack Cooperage Group on this subject."

Again taking the floor and answering the chairman, E. A. Powell said, "I think, Mr. Chairman, that you will not get anywhere, and you certainly will not get the coöperation of this group unless the group knows something about what you propose doing. If an assessment is necessary, and we have some idea as to how the money will be spent, who is going to do it, and what they are going to do with it, I for one will be willing to pay my share, but I certainly would not be willing if it is just a question of raising money when nobody knows what is going to be done with it."

> " * * * * It is my purpose to give to the Association the best that is in me, and I am hopeful that the year ahead of us will prove one of steady permanent improvement in the cooperage industry."—President T. J. NASH.

Trade Extension Work Will Be Under Supervision of the Association

Secretary Hirt advised the group that the extension work would be carried on through the association, and under its supervision. There would also be appointed a trade extension committee, composed of members of the Slack Group and members of the Tight Group. All money would be handled by the association, deposited by its treasurer, and would be subject to the call of the committee, under the supervision of the association.

Mr. Powell felt that the subject was being approached from the wrong angle. He thought the committee should be organized first and come before the group with a plan of action.

Secretary Hirt advised that the main object at the present time is to ascertain whether or not the group wants trade extension, and what recommendations it has to make to the Executive Committee.

Progressive Trade Extension an Absolute Necessity

Entering the discussion at this point, W. M. Davis said: "Mr. Chairman, I would like to answer Mr. Powell's question about the plan. There is a young man, capable, unmarried, and with a mechanical turn of mind, who is available for the work. He has the ability to meet and talk with people, and altogether is a likely prospect for the position. The Executive Committee has discussed the subject at length, as to what should be done, but, of course, ways and means have to be provided. The committee is agreed that some work of this kind must be done in the interests of our industry, both tight and slack. We are losing trade right along to our competitors because of the fact that we are not looking after our business. The man referred to has every qualification to carry on the work of trade extension successfully, but no action will be taken by your Executive Committee without

W. F. LITTLE
Executive
Committee

expressions from you members, or without your recommendations. The matter rests with you."

Mr. Voll expressed his agreement with Mr. Powell that there should be something concrete put before the body before any decisive action is taken. He fully agreed with the statement that trade extension is absolutely necessary in the cooperage trade, and he felt he was expressing the sense of the members present when he said that they are willing to consider any concrete plan of trade extension work, but he could not see "jumping in and providing a fund of money without knowing what is going to be done with it."

Mr. Voll asked Mr. Davis if the Executive Committee had not formulated some practical plan or idea. Mr. Davis replied in the negative, stating that it is the committee's desire to have the various groups pass on the matter and make their recommendations, so that the Trade Extension work could be organized and put under way as soon as possible.

Mr. Powell told the gathering that his position of apparent opposition was not to the idea of trade extension at all. What he was opposed to was any plan for raising money in a sort of aimless, haphazard manner. He expressed his willingness to bear his portion of any fund, and to share in the work, if a definite plan is devised that meets the approval of any committee or group that is appointed, or meets with the approval of the Slack Cooperage Group.

Definite Action Taken in Favor of Trade Extension

After some additional discussion, in order that no phase or angle of the matter might be left untouched, Mr. Voll moved, and asked for a rising vote, that the Executive Committee be informed that the Slack Cooperage Group is in favor of trade extension judiciously and properly conducted, and that the members of that group will bear their share of the expense, as directed, under a committee to be appointed by the Slack Cooperage Group, to work in conjunction with the Tight Cooperage Group, or under the general supervision of the association's officers.

On being seconded by W. M. Davis, the motion was passed unanimously. The following committee was appointed to confer with the committee from the Tight Cooperage Group, and to work with the Executive Committee on trade extension:

Chairman, W. M. Davis, Memphis, Tenn.
E. P. Voll, St. Louis, Mo.
R. O. Murray, Decherd, Tenn.

C. F. Buchele Elected Vice-President

The next procedure was the election of officers for the Slack Cooperage Group for the ensuing year. C. F. Buchele, of the

C. G. HIRT
Secretary-Manager

Gideon-Anderson Company, St. Louis, was unanimously elected vice-president, and E. A. Powell, Powell Cooperage Co., Memphis, member of the Executive Committee. W. F. Little, of the Turner-Farber Love Company, Leland, Miss., is the other member of the Executive Committee, representing the Slack Cooperage Group.

Vice-President Buchele Promises His Best

C. F. Buchele, the new vice-president, in taking the chair, addressed the meeting in a few well-chosen remarks: "I realize," said Mr. Buchele, "that it is the custom for vice-presidents to at least make an attempt at a speech, but I am going to beg off. You have listened to some very good oratory at this meeting this morning, and for that reason I do not want to spoil the recollection of what you have heard. Notwithstanding the fact, that I do not feel that my experience qualifies me for the job of vice-president, I will do the best I can, and I am counting on your coöperation and assistance to help me handle the job."

This finished the work of the Slack Cooperage Group, and on motion the session adjourned.

TIGHT AND SLACK COOPERS' GROUP

At the meeting of the above group on Tuesday afternoon, Chairman Winterbotham advised the members present that the only scheduled business was that of the election of officers—a vice-president, and also a member of the Executive Committee.

Walker L. Wellford, addressing the chair, said that if the custom of alternative election of tight and slack members to the office of vice-president is not a hard and fast rule, he would like to nominate Mr. R. W. Rush, of the Allied Barrel Company, Oil City, Pa.

On being advised that there was no hard or fast rule on the subject, Mr. Wellford made the necessary nomination. Mr. Rush felt that he did not have the time to give to the position, and endeavored to withdraw.

Mr. Wellford realized that Mr. Rush was a busy man but hoped that he would make the necessary sacrifice in time to accept the office. "Mr. Chairman, I think that Mr. Rush should by all means accept the nomination," said Mr. Wellford. "He is in the East, and we need a man from the East very much. He is in touch with the situation in that section, and I believe his election as vice-president would have a good effect. I hope that Mr. Rush will accept the nomination for the good of the industry."

Mr. Carl Meyer immediately moved that the nominations be closed on Mr. Rush, which was done, and Mr. Rush was unanimously elected vice-president of the Tight the Slack Coopers' Group.

Mr. Meyer then nominated Mr. L. F. Horn of the Union Cooperage Company, St. Louis, as member of the Executive Committee, and on motion to close the nominations, Mr. Horn became the new committee member for the group.

On motion the meeting adjourned.

TIGHT STAVE AND HEADING GROUP

The tight stave and heading manufacturers in their group session debated and discussed the subject of statistics from every viewpoint and from every angle.

With Chairman Sigman presiding, the meeting opened Tuesday at 10.30 A. M., and from the fall of the chairman's gavel calling the meeting to order, to the close of the session statistics was the ruling topic.

Attendance at any group meetings in which statistics are considered, will quickly dispel any doubt as to their value to the cooperage trade. It was freely admitted by members present that the real assistance which statistics give is more readily realized at a time like the present when flood conditions have made production in so many sections almost impossible for months to come.

Will Charge Non-Participators for Statistical Reports

A query was made to the chair as to the method of distribution of statistical reports.

Chairman Sigman told the gathering that all members of the group are receiving copies of these reports, irrespective of whether they are furnishing statistical information to the association or not.

Many members felt that this was not quite fair to those who are supplying figures as to production and stocks on hand, and while they realized the object back of the distribution to all, that is as an encouragement to participate, it would appear that

W. W. ROBERTS
Vice-President
Tight Stave and
Heading Group

sufficient time had elapsed since the inauguration of the statistical service for the non-participating members to show a willingness to join the movement.

Therefore, on a motion made by James B. Hall, it was recommended that the secretary be authorized to mail statistical reports to those members only who furnish statistical information, and that each non-participating member requesting copies of these reports be charged a fee of $5 for each report. Further, that this recommendation be submitted to the Tight Cooperage Branch—All Groups, for ratification by that body.

The motion was passed without a dissenting vote and the chairman appointed Mr. James B. Hall to present the recommendation to the meeting of the Tight Cooperage Branch—All Groups, scheduled for two o'clock, Tuesday afternoon.

W. W. Roberts Elected Vice-President

The next order of business was the election of officers. Upon presentation of the name of W. W. Roberts of the W. W. Wilson Stave Co., Little Rock, Ark., the meeting unanimously elected him vice-president for the coming year.

James B. Hall was nominated as member of the Executive Committee and was elected by acclaim.

On motion the meeting adjourned.

M. L. SIGMAN
Vice-President,
Tight Branch—
all groups

TIGHT COOPERAGE BRANCH—ALL GROUPS

Chairman M. L. Sigman, opened the meeting at two o'clock Tuesday afternoon, May 10th, by calling upon Mr. James B. Hall to submit the recommendation passed by the Tight Stave and Heading Group at their morning session, with regard to statistics.

Adopt Recommendation to Charge Non-Participants for Statistical Reports

Addressing the chair, Mr. Hall informed the meeting that the Tight Stave and Heading Group unanimously recommends that the secretary be authorized to furnish consolidated statistical reports only to those members who furnish a report each month, and that anyone asking for these reports who does not furnish statistical information shall be charged a fee of five dollars for such report. In order that the matter would have the attention of the entire Tight Cooperage Branch of the trade, Mr. Hall had been instructed to submit the action of the stave and heading manufacturers to the entire group meeting for action.

Mr. Hall, therefore, made a motion that the Tight Cooperage Branch—All Groups, authorize the secretary to furnish reports only to members who in turn furnish monthly reports, and anyone asking for reports other than those participating in the statistical service, be charged a fee of five dollars per month; that is, five dollars for a single report.

Mr. Rush seconded the motion and it was adopted.

Recommendations of Grade Rules Committee Create Considerable Discussion

The next business of the meeting was the report of the Committee on Grade Rules and Specifications. Mr. N. W. Calcutt, in submitting his report, asked that each recommendation be treated as an individual item, rather than the report being voted on as a whole.

The first recommendation of the committee covered the moisture content of kiln dried and jointed staves at time of shipment. The recommendation read:

"The Committee on Grade Rules and Specifications recommend that kiln dried and jointed staves shall contain not less than 7 per cent., nor more than 11 per cent. moisture at the time of shipment."

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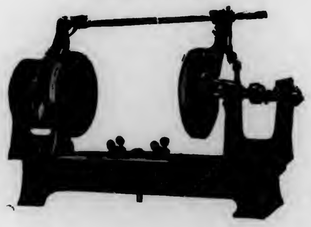

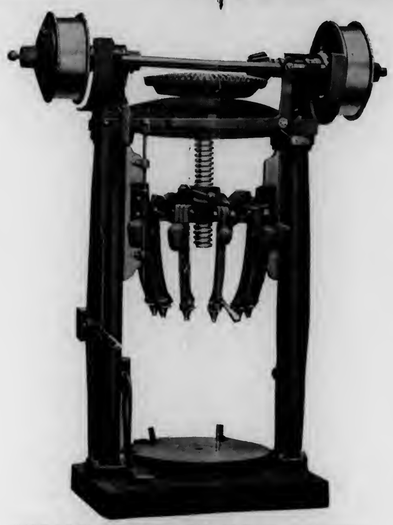

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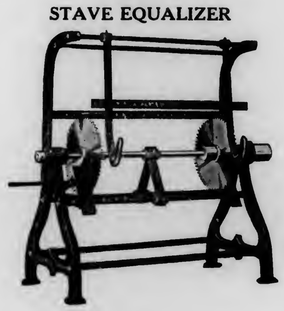

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Chairman Calcutt Calls for a Free Expression of Views and Opinions

Mr. Calcutt, as chairman of the committee, requested permission to call on various members for their expressions, and upon receiving the consent of the chair, asked the viewpoint of Mr. Walker L. Wellford, especially as to whether or not the recommendation would benefit, or would bring up more contention between stave men, coopers and consumers.

Kiln-drying of Staves a Most Important Operation, Says Walker L. Wellford

In his reply, Mr. Wellford covered the subject of moisture in his usual thorough manner. In his opinion proper kiln drying

HENRY P. KRALLMAN
Executive Committee

is the most important thing in the cooperage industry, as it is the most important thing in any of the wood-working industries. Mr. Wellford's remarks follow:

"Mr. Chairman, this question that Mr. Calcutt has just asked me, answering that first, it would, of course, provide another opportunity for contention—there is no question about that. Every rule that you adopt, or every specification that you adopt, every change that is made in specifications, leaves room for argument and contention.

"Kiln drying is the most important thing in the cooperage industry. It is the most important thing in any of the wood-working industries. Lumber or wood that is not properly dried for the purpose for which it is intended, is a very unsuitable material. In the manufacture of furniture, the wood is usually dried down to from four to six per cent. We all know that the atmosphere in which we live, in practically all sections of the world, contains moisture, varying from about ten to twenty-five per cent. Now, it is impossible to dry anything down to four or six per cent. and have it remain at that moisture content, if it is exposed to the air. So the furniture manufacturers coat their furniture immediately when it is made, so as to prevent moisture from being absorbed by the material and raising the moisture content of the furniture to the atmospheric moisture. A change in the moisture content in the room, which varies during different seasons of the year, and especially in the period that the artificial heat is put in, if the wood is not coated, will cause that wood to swell and shrink, open up all the joints, and make it unsatisfactory for furniture.

"When we come to the barrel, I think that the greatest cause of complaint that we have had has been that the barrel has not been dry.

"For instance, I will start with alcohol. Alcohol is about 188. That means that 200 would be absolute alcohol; you have twelve quarts of water out of 200. Now, anybody can see that when alcohol is shipped in a barrel that contains moisture, the alcohol will absorb the moisture from the wood, and the wood will shrink, and the barrel will leak. It will reduce the proof of the alcohol. On the other hand, whiskey, which runs about 100 proof, is half water and half alcohol, and if put in a barrel that is too dry, the water swells the barrel, and the head bulges and the staves break, and you have trouble with it. Take oil; all oil contains very little water, and consequently it has a tendency to shrink a barrel, and absorb the moisture from the barrel, and make it leak.

Excessive Moisture Content Has Lost Business for the Wooden Barrel

"We have had a great deal of discussion in our meetings about why we have lost a lot of the barrel business. A great deal of it has been attributed to inferior stock, and to poor manufacture, and so forth, but if you would get right down and make a scientific study of it, I will venture to say that you will find that the greater part of the trouble that we have with leaky barrels has been with barrels that were not dry, and contained more moisture than they should.

Problem Can Be Solved By Co-operation on Both Sides

"With those preliminary remarks, you can readily see that I believe that a barrel should be dry when it leaves the cooper. Necessarily, the cooper must dry his own stock, or he must receive stock that is dry. We have got this problem before us, and there are a good many points to it that we will argue pro and con before we decide what is the best thing to do. I know that if a cooper wants to be technical, he can give a lot of trouble to the stave shipper, if he receives a car and the moisture is not what he thinks it should be, or within the range mentioned in the rule. On the other hand, if the cooper receives a car that is not perfectly dried, he has to either redry it himself or make a poor barrel. So we have arguments on both sides of this question as to what we should do.

* * * * "Kiln drying is the most important thing in the cooperage industry, as it is in all woodworking industries." — WALKER L. WELLFORD.

Staves Will Absorb Moisture in Transit

"Another thing, you must remember that you can ship a car of staves that is dried down to six per cent. moisture, and it may go into a territory where the atmosphere is very bad and before that car is unloaded the moisture content of the staves under test might show ten or twelve per cent. It will absorb moisture. There is a point to be considered. What will we do about that? The stave maker would say that he shipped a car containing six or eight per cent. under test, and give a certificate, if necessary, showing it.

"It is very simple to make those tests of moisture content. It sounds awfully technical, but it is very simple. It is just a question of taking a piece of wood and weighing it, and then putting it in the oven, or on a cylinder head, and letting it dry out thoroughly, and then weighing it again; then taking the percentage, dividing the first into the second; there you have the percentage of moisture. It is a simple thing to do. But suppose the stave man does ship a car with eight per cent., and when it gets to destination it actually tests twelve per cent.? What are we going to do about that? Haven't we an opportunity for argument there? The rule says it must be eight per cent. when it is shipped, but it is received at twelve per cent. Then the cooper says 'well, it could not have been eight per cent. when it was shipped, and twelve per cent. now' I must confess it is going to be a question that will be very difficult for us to solve. We have run across it. We have shipped material that we knew absolutely was down to six per cent. moisture content, and we have gone to the destination and tested it again, and found out it was twelve per cent., and found out that it was because it was stored in an atmosphere that contained moisture, and absorbed it. We have taken those cars, and sealed them, and put paper over all the joints in the car, in the door and everywhere; we have kept the moisture away in that manner. We got the railroads to trace the car, and we could see it. We have had very little trouble after doing that.

"The question, as I see it, is whether the stave manufacturers and coopers want to

JAMES B. HALL
Lexington, Ky.

go into this proposition and prepare their shipments in this manner. It is one that you will have to decide. There is no question that the stock should be dried to the proper content of moisture. My belief is that most barrels, unless they are going to put whiskey in them, or wine, or some other substance that contains a great deal of water, should be down to about eight per cent. when they go out to the consumer."

Committee Chairman Tells of Laboratory Tests

Mr. Calcutt thanked Mr. Wellford for his talk, and the explanations he gave as to the different conditions of atmosphere. He then told the meeting that by laboratory test at his plant at Dyersburg, Tenn., he found that gum staves could be kiln dried, so that they would contain seven and one-half per cent. moisture, but after storage in their warehouse, it was found that the moisture had increased to thirteen and a quarter per cent.

In reply to the query from the chair as to length of time these staves had remained in warehouse, Mr. Calcutt said: "These staves were in our warehouse for thirty-seven days, and in that time they absorbed an additional six per cent. moisture. Now, gentlemen, listen; as chairman of your committee I say to you that it is impossible to guarantee any particular percentage of moisture when you ship staves, because of weather conditions. All that you are going to do if you adopt this recommendation, is to bring up another argument between the stave man and the cooper. As a result of my investigations I say to you, pass up the recommendation. We have heard from Mr. Wellford. Does anyone else wish to say anything on the subject?"

President Kahn Outlines His Experience With Moisture Content

President Kahn arose to accept the invitation of Mr. Calcutt. Mr. Kahn said: "It has been very interesting to hear what Mr. Wellford has had to say, and every word that he says is true, for of course, he speaks from experience. The man who carefully kiln dries his material is not going to get into any trouble.

"I want to tell what our experience has been. We bought staves from half a dozen different concerns who kiln dry and joint staves. We found that one concern would ship us uniformly and properly dried staves. They knew what they were doing. We found another concern that shipped us a carload of staves very nicely dried; they were all right. The next car was as different from the first car as day is from night. So we addressed letters to six or eight stave men who were kiln drying and jointing staves, and advertising their stock for sale. We wrote to them and said: 'You are successfully kiln drying staves. Kindly advise us what moisture content you figure in shipping your staves.' Two replied; the other four did not. I can only suppose that the reason they did not reply was because they did not know. I am making that statement, and I hope to be corrected. Two that were kiln drying properly did not joint to a moisture content; they did that which their experience taught them was the thing to do, and they did it conscientiously. I happened to be South in February, and I visited a plant where they have a mill and kiln and jointers, and they were loading some staves or jointing some staves that were almost as green as grass. I asked them why they were doing it. We were not to receive the staves, so it did not make any difference to me. They said, 'We needed this extra truck to complete the car. It would not make much difference.'

Properly Dried Staves Essential to Quality Barrel Manufacturing

"Now, gentlemen, I want to say to you, that if you bought a chair, and brought it home, and it opened in all the joints, you would not blame the man that sold the material for the way it was kiln dried; you would blame the manufacturer. That is what the cooper has to put up with. If the stave man will honestly dry his staves, first equip himself so that he will know what he is doing, and not pull a truck from the kiln unless he knows it is dry, I am willing to take my chances as a cooper on the moisture that it will collect in transit. I do not say that it does not collect any; to make that assertion would be foolish, but I will say that the leeway that you have, from seven to eleven per cent., which moisture content has been determined by the Bureau of Explosives as applying to the denatured alcohol barrel—and it is a very good percentage to apply to any other barrel, is a safe leeway for you to work on. Now, we get a carload of jointed staves. Suppose we did not have this method of testing staves. We would raise them up, and we would be honest in doing that. We would raise them up in the barrel, finish them and ship them out. Our customer would fill them, and they would shrink, with trouble resulting and the complaint that the wooden barrel is not worth a darn. Why? Because at the first point of manufacture it was not properly dried.

Method of Determining Fitness of Staves

"We have been criticized for objecting to staves that were wet. I want to say to you that we treat our own staves exactly like we do staves that are received from the outside. We do not pull staves from the kiln unless they passed the test that we give to other staves received from other parties in a finished condition. There is not anything ulterior about it. There is no secret to it. As Mr. Wellford said, it is a very simple operation, but it must be done conscientiously.

Drying and Warehousing an Important Factor

"As far as the moisture content is concerned, it is a point to consider—I mean absorbing of atmospheric moisture. But we are receiving hundreds of thousands of sets of circled heading, dry. You know that circled heading must be thoroughly dry. Improperly dried heading is a very dangerous thing to have in a barrel, worse than the stave, because a heading that shrinks opens up in the ends of the joints, in what is termed a bootjack, and it is almost impossible to repair. If we find shrinkage in the stave of a barrel before it leaves, we can correct that by flagging, in the hope that it has shrunk as much as it will. We have never had any trouble with heading absorbing moisture in our warehouse. I will admit that it is a closed warehouse, with a concrete floor, but it has no heat in it. We store our staves in practically the same kind of a warehouse, our finished staves. So I do not think that we will have any trouble there if the staves are properly dried when they are actually pulled from the kiln.

Cooperage Trade Cannot Escape Moisture Content Ruling

"This suggestion that has come to you as a recommendation, I prophesy will be adopted by you as a rule before we are many years older, because we have had to apply it to ourselves. It is the only rule by which we have been able to run our business with regard to the kiln drying, and I am sure that it will have to be passed on to the stave man to comply with, just as well, if he wants to assist—and I know he does. You fellows are just the same as we are, you just have to do it. In a year or two you will adopt this recommendation as a rule.

Both Coopers and Stave Men Must Face the Facts

"We have to comply with that rule. The Bureau of Explosives has said that we, as coopers, must assume the responsibility that the staves in a denatured alcohol barrel do not exceed eleven per cent. moisture when it leaves us. It is just a statement of fact. All this discussion is not in the matter of forcing anything on the stave man. It is just a thing that we have got to look at. We want to have any ideas or any objections or anything that we can pass on, or that we can learn from you. We are here to find that out. I hope I have made myself clear. I do not want to appear to be trying to force something on you. I do not want you to think there is anything ulterior in it on the part of the cooper. It is just a thing that we have to have in our industry. If you want to sell kiln dried and jointed staves, they have got to be properly kiln dried, and they have got to be properly jointed; properly kiln dried means seven to eleven per cent. moisture; jointing you know about."

The chairman asked Mr. Kahn if heading was also purchased under a moisture content specification. Mr. Kahn replied that that it was not for the reason that the handling of heading is entirely different in the making of a barrel. "If you get a green head," continued Mr. Kahn, "within a few days or a week it will shrink, yet there is no question but that heading is dried more thoroughly than staves. Here is a test that we give circled heading as it is received at our plant. We take the heading and put it in the kiln at 140 degrees. We leave it there for an hour. Usually it shows shrinkage. After removing the heading from the kiln, if it returns to its original position and the proper joint, it is dry. If it does not, we test it for moisture. We have not rejected or complained of a carload of heading in over a year."

Mr. Calcutt asked J. C. Hamlen, of Little Rock, Ark., to speak on the subject, but Mr. Hamlen thought that Mr. L. R. Seidel, who has charge of the practical operation of their plant, could talk more authoritatively on the subject.

Opposed to Any Moisture Content Rule in Specifications

Mr. Seidel said that he is opposed to specifying any moisture content in the Grade Rules and Specifications. He thought that any one wishing to control the moisture content should specify the degree of moisture acceptable on their order. He doubted the value of having a general rule covering the moisture content of staves.

Mr. Seidel also expressed the opinion that there would be stave manufacturers who would refuse to comply with the moisture content rule. In other words, if they had several cars of staves to sell, they would tell the purchaser that they would sell these staves according to association grade rules, except for the moisture content. The speaker believed that placing of a moisture content rule in the Grade Rules and Specifications would only increase misunderstanding between buyer and seller.

Moisture Content Specification Would Benefit the Barrel

Mr. Calcutt asked Mr. Carl F. Meyer to give his views on the subject, especially with regard to the relations between the stave man and the cooper.

"I think the recommendation is a move in the right direction," said Mr. Meyer. "Mr. Seidel suggests that coopers put on their orders what moisture content they want in their staves. That is not what we are after; we want the entire trade to adopt the practice. The trouble is there are entirely too many poor barrels made. If you leave it to the cooper to put the moisture content on his order he will forget to put it on and will continue to make green barrels. Our experience has been that if the staves are kiln dried to the proper moisture content, even if they do take on moisture in shipment, that moisture is easy to get out. It comes out in the firing of the barrel, but if they have not been properly dried you cannot get rid of the moisture. Of course, you can take it up, but it slows up your production entirely too much. I do not think you are going to have any trouble on the ground of moisture that is taken on between the shipping point and destination. I think that is a bridge that we should cross when we come to it. Let's try it."

Mr. Calcutt stated that he knew Mr. Meyer was impartial in his viewpoint, but he would like to get one point over to the members assembled. "I would like to have you answer one question," said Mr. Calcutt. "Don't you think that when you put a moisture content in the rules, you are only paving the way for additional complaints? You are merely laying the foundation for more arguments between the stave man and the cooper. Instead of getting closer together, aren't you getting farther apart?"

Replying, Mr. Meyers said there is no doubt but that the proposed ruling would open up an avenue for complaints, but on the other hand it would enable the cooper to make a better barrel, and that is what the cooper and the barrel user are after.

Mr. Calcutt still held to his guns and stated that in spite of everything he still believed that the adoption of the proposed ruling would set up a barrier between the cooper and the stave man, and cause many disputes.

R. W. Rush stated that the cooper does not want to fight with the stave man at all, but that the cooper does want to lay a foundation on which to make a better barrel. He asked if some of the stave men in the meeting would give their views on the subject.

A Valuable Suggestion From James B. Hall

On a call from the chair, James B. Hall of Lexington, Ky., made the following remarks which not only covered the situation well, but, we believe, opened up a line of thought that should be given thorough consideration, and that is the question of "certified stock." Mr. Hall said: "Mr. Chairman, I occupy the position here, you might say, of a distinterested party, because I only make air dried staves. But as a matter of fairness to the stave men who furnish kiln dried and jointed staves, would it be out of line to suggest this to you, that inasmuch as the Bureau of Explosives has specified a minimum moisture content of seven and a maximum of eleven, that the stave man who furnishes jointed staves, when he accompanies that invoice with his certificate of moisture content, between seven and eleven, that that part of the contract has been filled. I make the suggestion for this reason: No one seems to know just what per cent. of moisture will be absorbed by staves in transit, or if held for an indefinite time, as the case may be, so in order not to work a hardship on the man who kiln dries and joints his stock, let him furnish a certificate that his staves are between seven and eleven per cent., and let that be final, so far as that man is concerned. If the cooper in turn holds the staves for an indefinite time, in a place where they will absorb more or less moisture, then it is up to the cooper to correct that, and not work a hardship on the man who has produced and kiln dried those staves according to specifications."

"What Can We Do About the Bureau of Explosives Ruling?"

President Kahn again took the floor and asked Mr. Calcutt how the coopers are going to get around the ruling of the Bureau of Explosives, that barrels must be furnished containing a moisture of not less than 7 per cent. and not more than 11 per cent. "Agreeing with everything you say," continued Mr. Kahn, "what are you going to do,—how are you going to overcome the ruling of the bureau? That is the stumbling block. The coopers are not responsible for the ruling. It has come to the coopers just like the income tax, just like prohibition, and everything else. There it is. How are we going to comply with it? That is why we are passing it on to the man who sells us our stock, our kiln dried and jointed staves."

Mr. Calcutt told Mr. Kahn that he appreciated the coopers' position thoroughly, but he still contended that the adoption of the proposed ruling would be a mistake, that he had records with him on a shipment of staves which a customer had turned down as being green, yet he had the results of his laboratory tests proving that the customer was wrong.

Certificate of Moisture Would Protect Stave Man

Mr. Hall again advocated the certificate of moisture as a solution of the problem, both from the standpoint of the stave man and the cooper. "I am not familiar with the process of drying staves, and of course, I do not want to pass judgment on kiln drying practices, nevertheless, it is up to the manufacturer of kiln dried staves to know whether the staves are really dried to a certain moisture content, and if they are, is 11 per cent. too low as a maximum, or 7 per cent. too low as a minimum, or the reverse with regard to both the 7 per cent. and the 11 per cent. The point I wish to make so far as the shipper is concerned, is that all chances of misunderstanding are eliminated entirely when the stave manufacturer furnishes the certificate of moisture content. Gentlemen. the only object I have in entering this discussion is to see a better barrel made.

"Mr. Meyer and the other speakers are right. We know as a matter of common sense that when a package shrinks, there is bound to be leakage. We are up against a tough proposition. You see inferior barrels everywhere. If we can make a better barrel, if you gentlemen can make a better barrel, don't you want to do it, and build up your trade and your business? If you coopers can help us make a better stave, don't you think we will listen to you? We are all interested in the success of our own affairs and our own business, and we are all in the same business. The interests of the stave man and the cooper interlock, and one cannot be successful without the aid of the other. If I am wrong, point it out to me. I see nothing wrong with 11 per cent. as a maximum of moisture, yet you gentlemen who make the kiln dried and jointed staves are the ones to determine that. Nevertheless, the Bureau of Explosives has set a minimum of 7 per cent. and a maximum of 11 per cent. Now are you going to abide by the bureau's regulations? You certainly cannot override them. As I understand it, they set their requirements, and you must arrange to meet those requirements. If it is up to the producing end; that is the producers of staves, to meet those requirements, make it plain to the producer how

> * * * * "The interests of the stave man and the cooper interlock, and one cannot be successful without the aid of the other."—JAMES B. HALL, Lexington, Ky.

he can do it, and when he does it, don't go back to him after a few weeks and tell him something else. It is entirely a matter of coöperation between the stave man and the cooper. As I said before, let the stave man give the cooper a certificate of moisture content at the time of shipment, and then when he has furnished that, let the cooper consider that the work of the stave man is finished. He has filled his contract, and as a matter of justice the cooper has no business going back and making an unfair demand on the stave man for a reduction on the invoice for moisture absorbed by the staves during shipment, or while in the cooper's warehouse."

Mr. Calcutt claimed that the inclusion of a moisture content rule in the specifications would open the way to unfair demands, and would in reality penalize the cooper in that any member of the trade whose practice it is to take an unfair advantage of the stave man and secure a reduction on his staves, because of a moisture content claim, could sell his barrels at a lower price than the cooper who accepted the staves as shipped, and abided by the ruling.

Recommendation to Regulate Moisture Content is Defeated

On hearing the moisture content recommendation read a second time, Mr. Wellford said that inasmuch as the ruling would apply to staves at the time of shipment, it would be up to the cooper to prove an excessive moisture content at the time of shipment. He believed that a certificate of moisture is all that is necessary to protect the stave man. In order to get the recommendation before the association in a proper manner, Mr. Wellford moved that the recommendation be adopted.

After discussing the subject further, the vote was put to the members, and the motion to adopt the recommendation specifying a minimum of 7 per cent. moisture and a maximum of 11 per cent. moisture in kiln dried and jointed staves was defeated by one vote.

No Change in Wine Barrel Specifications

The next recommendation of the Grade Rules Committee referred to wine barrel staves as follows:

"On wine barrel staves there shall not be permitted any defects showing on the outside, any cat faces on the inside, over a quarter of an inch long, or any worm holes with any rotten or discolored spots around them."

Members of the group, including Messrs. Wellford, Shane, and Hall, opposed the adoption of the recommendation inasmuch as no complaints are being received along this line, and that any change in the present wine barrel specifications would prove detrimental to the wine barrel business and would increase costs, as well as increase waste material.

On motion by Mr. Meyer, seconded by Mr. Wellford, it was decided not to change the wine barrel specifications.

10 Per Cent. Cants Allowed in Bourbon Heading Square

The committee made the following recommendation covering bourbon heading square: "The committee on Grade Rules and Specifications recommends that on bourbon heading square, there be allowed 10 per cent. cants, on account of visible defects that will turn out.

Mr. Wellford said that that particular action had been taken so long, not only with regard to 10 per cent. but even with a greater percentage than 10 per cent., that he did not see any advantage in changing the rule.

Chairman Sigman pointed out that at the present time there is no rule providing for it. Mr. Wellford admitted this, but he felt that everybody does it. Both Mr. Katz and Mr. Hall replied to Mr. Wellford to the effect that both of them had had cases lately where the deduction was not allowed.

J. W. Shirrell, the association's inspector, stated that the present rules do not say that any percentage of cants be allowed in bourbon heading square, consequently he could not make an inspection and allow cants unless he had a rule for it.

On motion by Mr. Katz, seconded by Mr. Hall, the recommendation was adopted.

Above Recommendation Applies to Bourbon Square Heading Only

Mr. Katz requested information if the recommendation just adopted applied to all heading, or merely to bourbon heading. He was informed that it applied only to bourbon heading, inasmuch as the question came up applying to bourbon heading only.

Mr. Katz said that if not too late, he would like to have the recommendation amended, but this could not be done at this meeting. It would be necessary to refer the amendment to the Grade Rules Committee for consideration and have it submitted at the semi-annual convention.

Purchaser Must Specify Flagged and Dowelled, or Glued Heading

Secretary Hirt then read the recommendation of the Committee on Specifications on glued heading as follows: "Specifications shall stand as they are. The question of whether the heading shall be dowelled and flagged, or glued, is left open to be a matter of agreement between buyer and seller."

R. W. Rush asked if the recommendation meant that when a cooper is buying heading,

he must specify on his order whether he wanted dowelled and flagged heading, or glued heading. He was informed that he must specify the choice when buying keg heading, and unless the specification appeared on the order, or in an agreement with the seller that dowelled and flagged heading must be furnished, glued heading will be admissable.

On motion, the recommendation of the committee was adopted.

New Classification Covering Gum Mixed Timber Staves

The next recommendation of the committee produced considerable discussion. Mr. Calcutt advised the members that the committee had received several communications complaining of the rejection of carloads of gum staves that had mixed timber in them, such as elm, sycamore and basswood. He called attention to the fact that the first glucose barrel ever made was of basswood staves, yet cars are being turned down because they do not contain all strictly gum staves.

The recommendation of the committee touching this matter read as follows: "Unless otherwise specified, gum staves shall include sycamore, ash, elm, cottonwood, maple, basswood and beech."

Mr. H. G. Herget immediately objected to the use of the word "shall."

He felt that the word "may" should be substituted, and this suggestion was considered a good one by Mr. Calcutt.

Walker Wellford Outlines Disadvantages of Recommendation

Mr. Wellford, taking the floor, discussed the new recommendation thoroughly. "This gum stave situation," said Mr. Wellford, "is a rather complex one. There are certain markets that will not take anything but what they call a sweet gum stave. I admit that in sawing timber the economical thing to do is to saw everything that comes along. I do not see any reason why you should specify these woods; you ought to just say 'gum staves shall be anything that is wood,' run of the forest, and then you take them all. You ought not to leave out oak, mahogany, and other woods. Now, for instance, I had an inquiry today for five thousand sets of gum staves. They are to be strictly all gum, nothing else. Fortunately, I can supply them, for the reason that I have taken the staves and culled them out, separated them, and taken the other woods to use for other purposes. So I am able to give them strictly gum staves. But if you leave the bars down the buyer might not have enough gum staves in the car to call them gum. He would be in an awful fix. I feel the new recommendation will cause a lot of trouble and confusion. I think that we ought to leave the gum stave specification just as it is and then add a foot note—but really, you do not need any foot note. In other words, if you are willing to take any kind of stave that is manufactured and called gum, all right, but I think it is wrong to specify all of those woods. I would say that anybody who took gum would take sycamore, because as a matter of fact common sawed sycamore mixed in with the gum is awfully hard to tell, unless they are dressed, and even then it is very difficult to tell, in the barrel, whether it is actually gum or sycamore. Personally, I think any of those woods are as good as gum; I think most of them are better than gum. I think gum is a very poor wood. I think gum is the poorest wood in the world, for any purpose. It warps and twists and does everything that is wrong."

H. G. Herget Suggests New Classification

H. G. Herget, following Mr. Wellford, suggested that two classifications be made; one governing gum staves, which would include sweet gum and red gum only, and another classification specifying gum mixed timber staves. Mr. Herget said there is an export trade that will not accept gum mixed woods. He told the meeting that Mr. Kahn who probably uses more gum staves than any one, finds that elm will not dry uniformly with the other woods. In the selling of export staves, according to Mr. Herget, if an order for gum staves is accepted, then gum staves must be delivered. It may cost the customer more for the strictly gum staves, but he is willing to pay the additional price.

President Kahn also spoke with regard to the gum stave specifications. He said, "the coopers are always wanting to help the stave man, and I believe the stave men want to help us. This matter of gum staves was put up to me by the Grade Rules Committee the other day. There is no logical reason why a cooper should object to the use of these kindred woods. What we require is a tasteless wood that will not affect the contents, and one that will work properly with gum. We have made tests of all of the woods named in the list in the recommendation and have found that they work satisfactorily. Now, there is no reason why we should attempt to work any hardship on any stave producer, and insist on his leaving those perfectly good trees in the woods,

> "* * * * The new trade promotion program that is now being prepared will be another step of progress."—E. J. KAHN, Peoria, Ill.

when he can turn them into money; and we accept them at the same price that we do gum. I think that is the spirit of helpfulness that we have throughout the entire industry. That was entirely the spirit in which I brought up the moisture content. I am still going to refer to that at every meeting we have as a matter of education. I think that is also true of what I am saying now about the kindred woods."

Mr. Herget again reiterated his statement that the stave man who furnishes strictly gum staves, is entitled to a better price than he receives for gum mixed timber staves.

Mr. Calcutt said he appreciated all the remarks that had been made, but how about the man who is getting out the staves? "For instance, said Mr. Calcutt, "I have a contract to cut the timber off 10,500 acres. I have to take it all. I have to take gum, sycamore, everything as it runs, at so much a cord. Now, if I am going to give you strictly gum staves and leave the other woods, what am I going to do with them? I am talking as a stave man now. You want a cheap stave, and we want to give you a cheap stave, but we have to buy 10,000 acres of timber. If we cut one specific kind of timber you will have to pay more for your staves. You are fighting to sell the barrel today and you want a cheap stave. I am talking to you as a man that produces the staves."

Walker Wellford Supports Suggestion for Two Gum Stave Classifications

Replying, Mr. Wellford said: "I have got exactly the same problem that you have, Mr. Calcutt. I have a tract of timber that I bought and I have to cut all the timber off it, too, and I am doing it, but I am keeping the gum separate from these other woods. I can ship a man strictly gum, or I can ship him mixed woods, and I charge him more for strictly gum than I do for the mixed woods. It is a benefit for me to do that; it is no trouble, at the saw, to throw them out, separate them, and put them on a different part of the yard. It is an advantage to the stave manufacturer to have it. I think we ought to have two specifications instead of one. There ought to be one specification for strictly gum staves, which shall consist of sweet gum, either sap or red, and then there should be another specification of gum mixed timber; then you can specify that it shall contain any of the woods named in the recommendation that have no taste or color."

The query was made to Mr. Wellford if his remarks were in the way of a motion, but he replied that it was merely a recommendation to the committee.

Mr. Calcutt felt that the export trade was the one trade that wanted strictly gum, that he manufactured gum staves and sold them all over the United States for use in glucose barrels. He said he had had a chance that very day to sell strictly gum staves for export, but he would rather sell them to the glucose people. He said it cost extra to sort out the gum staves, and that the buyer does not always want to pay the extra price. He suggested that the recommendation allowing the various woods mentioned be adopted. However, he was open to conviction and if the meeting decided to adopt the two classifications it was all right with him.

Gum Mixed Timber Staves Become Part of Grade Rules

Mr. Wellford moved that the present specifications on gum staves remain as they are, and that a second specification be adopted specifying gum mixed timber staves, and that this specification include staves made of the various timbers mentioned in the recommendation.

The motion was seconded by Mr. Meyer, and passed by the body assembled.

Wood Want Recommendation Adopted

Chairman Sigman placed before the meeting for consideration a question that had been submitted to the Grade Rules Committee with reference to wood want on both staves and heading. The committee recommended that it be permissible to leave wood want of not to exceed ⅛ inch on the bilge of the stave and not above the same amount on the inside of the heading.

In answer to Mr. Meyer's query whether or not the recommendation referred to the finished head or to the square head, Mr. Calcutt replied that it referred to the finished head, and the ⅛-inch wood want was on the inside, nothing on the outside whatever.

John Hellmuth of Chicago, informed the meeting that the packing houses will not accept any heading that shows bark on it, not even on the inside. He was asked how the packers discover the bark on the inside, and he said they examined the barrels with an electric light.

On motion by Mr. Wellford, seconded by Mr. Meyer, the recommendation on wood want was adopted.

Tight Cooperage Group Join in Trade Extension Movement

The next business of the meeting was that of trade promotion. Chairman Sigman called upon President Kahn to talk to the members present on the trade extension movement considered by the Executive Committee. Mr. Kahn said: "Since we have taken office, we have given very serious consideration to the selection of a man to carry on trade extension work, and I tell you that it is difficult to find a man in whose hands we would be willing to trust the interests of our industry. I have only recently come in touch with a young man, who is now associated with a bond house, but who has had considerable experience in the manufacture of machinery. The man is a capable mechanic himself, and the fact that he is selling the class of securities that he is selling, with a reputable bond house, indicates that he has the approach and the personality to deal with people of standing. This young man is available. It was not always possible to find a chap who is available, even though he might be suitable.

"I am going to ask, if you will, please, that a committee from this group be appointed to work with the slack barrel group, with authority to employ not especially this young man, but some one to carry on this very, very important part of our organization. The matter of financing will have to come up later, probably at our November meeting. I do not think that your time need be taken up with trying to sell you the idea of trade extension, because we all are completely sold on that already. I just ask for the appointment by the chair, or your instruction that the chair appoint a committee of such number as you might deem advisable, to work with a like number on the committee from the slack group."

Trade Extension Committee Appointed

Following Mr. Kahn's talk on trade extension, Chairman Sigman announced the appointment of the following committee to confer with a committee from the slack cooperage group and report back at the semi-annual meeting: E. J. Kahn, chairman; Carl F. Meyer, Herman Katz.

There being no further business before the meeting, on motion it adjourned.

GENERAL SESSION

President E. J. Kahn opened the General Session of what was pronounced one of the most successful conventions The Associated Cooperage Industries has held. Especially is this true when conditions in the manufacturing sections are taken into consideration.

In his opening address to the members assembled, President Kahn said, "Members of the Association, and our visiting friends: On the last meeting day of our twelfth annual convention, it is a very, very great pleasure to look back on the three days that we have spent together, and realize that in spite of the terrible disaster that is now visiting a great section of this country, and affecting not only our members but a great many of our friends and neighbors, that this association has gone through with that same optimism and with that same spirit that has always characterized it in the past. I am not going to dwell at any great length on the subject because it is so self-evident, and has brought so much help to those of us who have suffered from those who have not, and there have been so many evidences of the immediate and prompt response on the part of our members. I could name numbers of them, but I do not want to mention any names, because I feel that I might slight somebody to whom more credit might be due. So in opening this meeting, which will probably be the last time we will be together until next November, I want to welcome you and assure you that it has been a very constructive and a very valuable meeting for the industry."

Burleigh Jacobs Introduces the Speaker of the Day

The chairman then called upon Mr. Burleigh Jacobs to introduce Mr. Harold M. Bixby, President of the Chamber of Commerce of St. Louis, and also vice-president of the State National Bank, who addressed the convention on trade promotion and modern business practice.

Introducing Mr. Bixby, Mr. Jacobs said: "The association has felt in the last year or two that we wanted to have men come and talk to us who did not have their nose as close to the grindstone of our own industry as we have ourselves. Those of you who were in Chicago will realize, I think, that the endeavors of your committee have been to get men who have a broad view of the situation of business. Without going into many flourishing details, I am going to introduce to you the president of the Chamber of Commerce of St. Louis. It happens also that he is a banker, with the State National Bank, and he has that viewpoint that gives him the ability to judge many industries. Mr. Harold M. Bixby will talk to us on business promotion.

Good Will and Co-operation as Builders of Business

By Harold M. Bixby

Business of every kind in the United States is changing, and changing very rapidly, and those of us that do not keep abreast of the times go back. We cannot stand still; we either go forward or we go back. It is a great thing for an organization of this kind to bring together the men in the industry, the manufacturers, the producers of machinery, the producers of raw material, and the producers of the finished product, so that you can study the problems that you all have in common, and arrive at a conclusion that will advance the interests of all of you.

> "* * * * * A price 'too low' makes the cost 'too high.' * * * Good will is not built on price-cutting. Good will is built on service and service is the password of success today."—HAROLD M. BIXBY, President, St. Louis Chamber of Commerce.

Large Volume and Small Profits the Business Order of the Day

This is an age of increased business, but a relatively smaller profit. In the age of expanding business with relatively smaller profits, the producer, manufacturer and banker is thinking of ways in which he can increase the volume of his business, or decrease his overhead and fixed expenses. In the banking business, for instance, we are faced with a condition where our taxes are probably three hundred per cent. higher than they were fifteen years ago. Our salary item is more than double, as contrasted with fifteen years ago. Supplies, rent, and every item of expense is up. We are paying three times the interest that we used to pay fifteen years ago; that is the cost of our raw material. What has happened to the selling price of our "finished product?" We cannot control it; we sell our product "money" at a price that is fixed by the current markets. So we are face to face with the problem of increasing our business to a point where we can get along on a much smaller profit than we could years ago.

All Businesses Have the Same General Problems

The same thing is true in many, many lines of industry. In the manufacturing business, either through consolidation or through increasing volume, you have got to meet this tendency towards declining or smaller profits. There is the situation in general. I know nothing of this particular business, but for that reason I may be able to bring to this meeting a broader idea of general business. The same rules obtain practically in all lines. Production costs in general have gone down; the cost of finished merchandise has gone up, by reason of the increased cost of distribution. Labor is today twice as productive as it was ten years ago, due not so much to more efficient labor, but rather to more efficient methods and practices, and more up-to-date machinery. Distributing costs have constantly increased.

Low Prices Usually Mean Lowered Quality

With this situation facing the manufacturer there is a price temptation. There is a tendency to cut prices. Now, there is a standard of value in every line of business. In everything that we buy, whether it be clothing, automobiles, food, or cooperage, there is a standard of value for the article you buy. There is a value which is the sum total of the original raw material, plus the cost of assembling that material, the honest labor applied, whether by man, beast, or machine, and the movement of the fabrication of that material. And there is another item, a reasonable profit. The sum total of those items represents an honest price. To get desired volume manufacturers are tempted to cut the price. If they cut the price they can do so only by skimping somewhere along the line, either by using material that they would not ordinarily use, or by relaxing inspection, or by resorting to a number of expedients tending towards a lowering of quality, the possibility of making a lower price. You have got to either cheat yourself or cheat the other fellow, somewhere along the line. The tempters are the price buyers.

Tell the Consumer What He Gets for His Price

A manufacturer who has been tremendously successful in the automobile accessory field told me that he has met the price difficulty by giving the buyers—in his case the automobile men—a cheap device, where they want it, and he said "I do not always make the cheap device as good as I can make it." "After they have used it a while, they come back and roar, and when they roar, I say 'You wanted something cheap and you got it. If you want something good, I can give you this device at so much money'." In that way he has educated most of them to buy the better class of goods.

"Good Will" is an Asset of High Value

In the banking business the progressive bankers are thinking more and more in terms of the value of good will. That may sound like a very broad statement, but it happens that I personally have been in on a number of "workouts." Usually on a "work-out" you can figure brick and mortar at about twenty cents on the dollar, but good will, if there is a real good will, a company of long standing in its particular line, whose products are well and favorably known, a plan can be worked out to reorganize that business, and put it on its feet, to the end that the bank can make a recovery that it could not make out of the purely fixed assets, the brick and mortar and machinery. So good will is a tangible asset in your business. It is becoming more and more so. Good will is not built on price cutting. Good will is built on service, and service is the password of success today. Service of the kind where you know your product is right, where your salesman knows what he is talking about. The day of the old spread eagle hail-fellow-well-met

salesman is past. The salesman of today must know his merchandise, and must be able to perform a real service to the man whom he is selling.

Present-Day Business Must Be Done With Present-Day Methods

In the main you have to adapt and conform to present-day methods. You may be interested to learn, for instance—a good many of you are interested in local Chambers of Commerce. The Chamber of Commerce of today is not the Chamber of Commerce of a few years ago. Today, in the bringing of industries, for instance, to a community like St. Louis—we are organizing here an industrial bureau. That industrial bureau will be in possession of accurate, dependable facts about this market. We have our municipal advertising bureau, and we bring prospects to St. Louis, but when we get them here, we have got to have the information for them. We cannot get new industries, we cannot promote this particular community with spread eagle speeches, or brass bands, or extravagant statements. We have got to get down to brass tacks. So even semi-public organizations are changing.

A Price "Too Low" Makes the Cost "Too High"

In the main, the thought that I would like to leave with you in closing is that of co-operation, of working close together. Down in part of the flooded district, they organized a group of farmers who have agreed that they will work together, buying seed, through the agencies that have been set up, and as the water goes out, the entire organization of these farmers will go to the man's land that is out of water, and work his land. If you have a farm they come in as the water recedes from your land, and they plant your farm. Then in turn, when the water leaves the other fellow's land, you go in and help him. So it is with them. If we could just work together all the time, as they are doing down there, for instance, under pressure, under necessity, if we can just learn the value of co-operation, this business, and every business, will go ahead.

The parting thought that I want to leave with you is to remember that "A price too low makes the cost too high."

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Following the talk by Mr. Bixby, Mr. Jacobs expressed his appreciation for the valuable information given the members by Mr. Bixby, and asked permission of the meeting to say a few additional words on the subject of these addresses by prominent business men outside of the cooperage industry.

"At this time," said Mr. Jacobs, "I express the hope that you men who are here today will in turn spread the news of what we are trying to do in bringing to you a real message from a man outside of our industry. Someone will be my successor in this coming year, who will in turn get speakers, probably in another field of business. I think that is very well worth while. I hope and trust that more of the members will come into this last session, and not feel that the minute the banquet is over, that then it is time to go home. This last session is really important, and of great benefit to everyone. I wish you would spread the gospel by word of mouth. Just getting one more man to come into this session at the next convention will accomplish much. When you can tell a speaker that you will have a hundred and fifty to hear him, it is a bigger inspiration, and you will get a better message."

President Kahn Compliments Mr. Jacobs on His Excellent Work

President Kahn arose and said he did not want to let the occasion go by, without expressing publicly to Mr. Jacobs not only his personal thanks, but the thanks of the association for the able assistance Mr. Jacobs has rendered in procuring speakers on business topics. He further said that if the members of the cooperage industry will take the story contained in Mr. Bixby's address to heart, and analyze it, there will not be one who will not discover that every sentence of the talk may be applied to the cooperage industry."

"I was very much interested to learn," said President Kahn, "that the bankers themselves have the question of higher costs and lower income to face. It increases our respect for the bankers to know that they have been able to whip the situation. It is a very encouraging thing to know that our association, while our membership is not as large as it should be, is proving more and more valuable to those who are members of the association. Our prices are becoming more stabilized with the interchange of ideas and information as to costs and different problems, and we are finding ourselves on a much firmer and a better foundation. The new trade promotion program that is now being prepared will be another step of progress."

Convention Pays Tribute to Memory of Those Who Have Gone On

Following President Kahn's talk, Mr. Wolfner arose to pay a tribute to those members of the association who had passed on since the last convention. He informed the members present that a letter of sympathy had been sent by the secretary of the association to the bereaved families. Mr. Wolfner then asked that the entire meeting stand for one minute with bowed heads, in memory of their departed brother members.

Activities of Flood Relief Committee

President Kahn here took up the question of the Flood Relief Committee. Just previous to the convention, a Flood Relief Committee was appointed, composed of E. A. Powell, as chairman, Galvin Hudson, Carl Meyer, and Al Wrape. President Kahn said that the committee had done wonderful work, both individually and as a group, and especially asked E. A. Powell to gave a verbal report on the situation. Mr. Powell not being in the room at that particular moment, President Kahn told of a personal report given him by Mr. Powell immediately on his arrival in St. Louis. He said the committee is in touch with all members in the flooded area, ready and willing to help in any way it is possible. There will be no change in this committee, as the incoming administration will allow the committee to stand as at present. Mr. Kahn asked that all members give all coöperation to the flood relief committee, so that this very important work may not be retarded in any way.

No Advantage Should Be Taken of Technical Defects in Flooded Stocks

He then made a suggestion as to one aid that the members of the cooperage industry could give to those who have suffered from the flood, especially in their own trade. "There is possibly a large amount of material," said President Kahn, "that might technically be considered off-grade. I think that the coopers buying material can be of assistance in being a little lenient in the inspection of their material. and if they find that their customers object merely on account of the appearance of the packages the cooper delivers, I would suggest that we take the matter up with those customers, and tell them that it is only a temporary condition. and that they are doing a very worthwhile and a very clean and decent thing in helping those in the flooded areas by taking packages that under normal conditions they would be right in objecting to. I think that is a matter that may not mean much in any one case, but in the aggregate can prove of great assistance to those who have been fortunate enough to salvage some of their material. Of course, to those who have lost stock entirely, we can only sympathize with them, and offer them such help as we can give them."

Adopt Resolution of Regret at Withdrawal of Chess & Wymond Co.

Mr. J. S. Fields called the meeting's attention to the fact that one of the association's oldest and most active members, Chess & Wymond Co. of Louisville, have withdrawn their membership because of the discontinuance of the manufacture of cooperage. Mr. Fields moved that the chair appoint a committee to draw up a suitable resolution to express the association's regret at the loss it has sustained at the withdrawal of this membership.

On being seconded by Mr. T. J. Nash, the motion was adopted, and President Kahn appointed J. S. Fields and John Winterbotham as a committee to draw up the resolution.

Burleigh Jacobs Outlines a Splendid Business-Building Plan

Right at this point, Mr. Burleigh Jacobs, of the K. W. Jacobs Cooperage Co., Milwaukee, arose, and outlined one of the finest trade promotion and good will building plans that we believe has ever been made on the convention floor. Mr. Jacobs told what his company is doing to obviate complaints from customers due to any technical defects in cooperage stock from the flooded areas, and also the manner in which their action is building good will for the company.

"Let me tell you one thing that we are doing," said Mr. Jacobs. "It is not a matter of stock that is off grade, but an educational policy with our customers. We, therefore, are getting out a letter explaining fully the situation to them, the condition of a number of the mills in the South, and the necessity for letting us know more than a reasonable time in advance what their anticipated requirements are going to be, to assist us in getting stock, and making our purchases, and also expressing the opinion that where possible, even with the probable increase in cost of manufacture that we will do all that we can not to make any advances in the price of our barrels. We have taken the advances, we have absorbed them. We have not made advances to our customers. It is our hope that the situation may be so handled that our industry can go back a year from now, and say—'by our foresight and by the business acumen of the industry, we were able to go ahead and keep you supplied with packages, and that this service is worthy of consideration when you consider your packing problems in the future.' Now, that is just a suggestion, gentlemen, but I hope that a lot of others will do the same thing, because it has taken us seven years to live down one of those higher price spells. If you can, by personal sacrifice, if necessary, absorb the increases or alleviate delays in shipments by enlightening your customers to the situation, you will do something for the benefit of our industry."

Commenting on Mr. Jacobs' talk, President Kahn said that a wonderful suggestion had been made to the members. He said that Mr. Bixby had referred to good-will in his talk, and that Mr. Jacobs is building one of the biggest things he could possibly build, and he will find that his customers will reciprocate. In the opinion of President Kahn, Mr. Jacobs is not only establishing connections that are going to help him vastly at present, but also in the years to come. "I wonder if we really sense how very valuable that suggestion that young

man has given us is," said President Kahn. "Think it over, fellows. It is a might good suggestion to take home. I wish we had more of the same calibre. Has anybody else anything on their mind? Let's have it. Maybe you may not think it is important, but you would be surprised to see how much value one takes home from these meetings. It seems like an everyday thing to you, but to the other fellow it is a revelation."

President Kahn Thanks the Members for Their Co-operation

Just before calling on the new officers to take their places, President Kahn expressed his sincere thanks to every one who had helped to make the convention so successful, and who have coöperated in any way in the upbuilding of the association. He considers the membership of the association a fine one, and said that everybody has done their very best to increase the scope of the association's work. "Everything that has been done was done with a desire of helpfulness, and in an unselfish way," is the way President Kahn expressed it, and he knew that the new officers are going to have a very happy experience in working along with the members of the association.

T. J. Nash Elected President of the Association

The president then called upon all the new officers and members of the Executive Committee to take their place so that the meeting could see the splendid body of men that would guide the destinies of the association during the coming year. In explanation of the absence of some of the Executive Committee, Mr. Kahn said: "I want to say that their absence is not from lack of interest in your association. One of the members came to me last night, as he was leaving for the train, and said he was going to Memphis to consult with the American Red Cross, in order to secure additional funds for the refugee camp being carried on or established in his town. That is the kind of men you have in this association; that is the kind of fellows you have elected to your executive committee. So I do not want to leave the impression, from their absence, that they have left on account of lack of interest. Now, if our incoming president, Mr. T. J. Nash, will be escorted to the chair, I will be very happy."

Immediately Mr. Nash was escorted by Messrs. W. M. Davis and Carl Meyer. There was a loud huzza and cries for a speech. The new president said that he did not have a set speech, but would try to express himself in a few sentences. He told the members assembled that his success as president would depend, very largely, almost entirely, on the membership. Mr. Nash told of his deep appreciation of the honor which the association had bestowed upon him in electing him president and he felt sure that he could count on their coöperation and assistance. On his part, he promised to do the very best that he could to make the coming year a most successful one for The Associated Cooperage Industries of America and the entire cooperage trade.

A Tribute That is Richly Deserved

After Mr. Nash finished his talk, Mr. Henry P. Krallman of St. Louis asked permission of the chair to say a few words. On the permission being granted, Mr. Krallman brought the members to their feet with one of the sincerest and heartfelt talks that has ever been made in a cooperage assembly. Taking as his topic, "Time waits for no man," Mr. Krallman said:

"Year after year passes away without us really realizing it; I say without us realizing it, unless some extraordinary condition arises that calls our attention to it. We can hardly believe that a year has passed away since we persuaded our good friend Mr. Edgar Kahn to accept the presidency of our Association. I say since we persuaded him accept that position, because when Mr. Kahn was approached, he felt that he could not give the time that was necessary to this work, in connection with all of the other duties that he was compelled to look after as president of his own organization. But it was through the efforts of our good friend Mr. Hall, and through his persuasive power, that Mr. Kahn finally consented to become the standard bearer of our organization. At the time he accepted he promised that he would put forth every effort in behalf of our organization, that he would devote as much time as he possibly could to the interests of our Association.

"How well he has performed that duty is now a matter of history. We know the constructive work that he has done. Those of us who have been in the inner circle, who have worked with him, know that at no time has he hesitated in coming down to St. Louis and giving his time and his energy and his knowledge for the benefit of all of us.

"It is unfortunate that we cannot show our appreciation of work of that kind in a more fitting manner at least by some small token by which he could remember the associations that he has had with the fellow members. I believe that we would

> * * * * "I think it is important that a man advertise his own business, and that when a group of men advertise their business that is when they make a success of it."—MARK H. BROWN, Memphis, Tenn.

be derelict in our duty if we did not at least publicly acknowledge our duty, and acknowledge and tell him how well we appreciate his good work, and how well we know what he had done for us.

"I, therefore, make a motion that we thank our retiring president, E. J. Kahn, from the bottom of our hearts, and express to him our appreciation for his good work, and his time that he has given us so freely. I move you that a rising vote of thanks be tendered our past president, Mr. Edgar Kahn."

—

The applause which resounded through the convention hall at the end of Mr. Krallman's oration will not be forgotten by any of the members present, and as one man they arose to their feet in appreciation of the work of Mr. Kahn as president of the association.

In response to Mr. Krallman, Mr. Kahn said, "I want to thank you very much."

Rising Vote of Thanks Given to St. Louis Members

Mr. H. F. Nelson moved that a rising vote of thanks be tendered to the entire St. Louis cooperage fraternity, and to Mr. Ed Voll as chairman of the Entertainment Committee for the splendid entertainment given the members at the banquet.

The motion was passed with much applause.

Semi-Annual Convention in Memphis

This completed the business of the General Session and the 12th Annual Convention of the association adjourned. The Semi-Annual Convention will be held in Memphis, Tennessee, in November, 1927.

The Banquet

On Tuesday evening, May 10th, the Annual Banquet and Entertainment was held in the main Ball Room of the Jefferson Hotel, and as usual in St. Louis, it was a huge success.

There was hilarity aplenty, and the joymakers were always on hand, so that everyone forgot their troubles and gave themselves over to a night of relaxation and fun.

Truly it was a night, when as a poet has written:

"And the night shall be filled with music,
And the cares that infest the day,
Shall fold their tents like the Arabs,
And as silently steal away."

The Entertainment Committee and its chairman, E. P. Voll, were well worthy of the rising vote of thanks given them by the Convention in general session Wednesday, May 11th.

The visiting ladies were not forgotten, but were tendered a dinner and theatre party as the guests of the St. Louis Cooperage Fraternity.

Jamestown, N. Y., to Hold Centennial Celebration

The city of Jamestown, N. Y., is to hold a centennial June 19th to 25th, celebrating the incorporation of the place as a village. It is now a city of about 50,000, but in 1827 the population was less than 400. The site was covered a little over a century ago by a dense forest of hardwoods, hemlock and white pine and good lumber could be bought for a song. Prior to the Civil War excellent white pine sold around $2 per thousand feet, so that it did not cost much in those days to build a home. Jamestown has always maintained prominence as a furniture-making city. Half a century ago Chautauqua County, in which the city is located, had over 70 cooperage shops in its twenty different towns. Many barrels were made for the numerous flour mills scattered through the county and a good many butter tubs were also made.

Provision Companies Consolidate

The Louisville Provision Co., and the Vissman Co., both of Louisville, Ky., packers of pork, lard, beef, etc., have consolidated. The new company will be known as the Vissman-Louisville Co. Their live and dressed poultry business has been discontinued and butter and egg business retained. These companies consume a considerable quantity of barrels in shipping their products.

Cooperage Plant Resumes Operations

Dr. C. E. Youmans has started operations at his new cooperage plant at Adrian, Ga. The new plant replaces the one recently destroyed by fire.

Installs Cooperage Plant

D. W. Slay, lumber manufacturer of Purvis, Miss., has installed a cooperage plant, which will employ about 50 men.

The Grismore-Hyman Cooperage & Lumber Co., Memphis, Tenn., has been incorporated.

TRADE CONDITIONS HERE AND ABROAD

Canadian Cooperage Market Shows Much Improvement—W. A. Fraser

During the last month both the price and demand for cooperage stock in Canada have improved considerably.

The cool weather has favorably kept the apple blossoms back for the last few weeks, and in Eastern Ontario, the trees are not yet in full bloom. There has been plenty of moisture, and the conditions are ideal, barring frost during the next two weeks, for a very heavy set. Fortunately, while most varieties promise a heavy crop, the choice varieties such as Spys, MacIntosh and Snows, show a bumper yield. This will re-act very favorably for the cooperage business, as all grades of these tabled varieties will be packed. Whenever we have a year where the yield of Snows, MacIntosh and Spys is heavy, there is a strong demand for apple barrels.

To sum up the apple crop conditions, barring frost, 1927 should be equal to 1925 for the consumption of barrels. Owing to the flood conditions in the South and the increase in the prices of cooperage stock, the effect will be felt more and more as the season advances there being a very limited supply of both No. 1 and apple barrel stock in Canada. Heading is particularly short and we do not know where either a car of No. 1, or millrun Canadian heading can be purchased today.

During the last month there has been an increased demand for flour barrel stock, and it is our opinion at the present time that the cooperage manufacturers should enjoy a profitable season this year.

As the apple barrel coopers have been holding off with their orders, we anticipate the next three months will show a strong demand, with advance in prices.

Normal Demand for Cooperage Stock in Great Britain—J. C. Tinkler

Slack barrel stocks on hand are fairly high, but the demand is quite equal to normal for this time of the year and we look for rather an improved demand during the summer months.

The advance in prices is curtailing the inquiries for matched stock, as good second-hand casks are more plentiful, and it is cheaper to utilize stock from knocked down barrels than by importing new stock.

Palm oil staves continue dull, though one or two orders have been placed at from £38 to £40 per 1200 pieces f. o. quay Liverpool.

The demand for tight stock in England is practically nil: several parcels that have been in store for four or five years were disposed of to the Continent at knock-down prices. As there is no demand at present from the whiskey trade we advise shippers of this stock not to ship to the United Kingdom at present. Users here are wondering whether the Mississippi floods will have much effect on their stocks. So far as we can see, there need be no anxiety for another two or three months, by which time the mills should be in full export condition again.

May an Eventful Month—Outlook in East is Good—C. M. Van Aken

The month of May has been an eventful month in the cooperage business. With the cleaning out of the Northern timber supply, the cooperage mills have been gradually working towards the South until at the present time the principal supply comes from Arkansas, Missouri, Alabama and Mississippi. Much of this timber supply is located in what is known as, "The Bottoms" or that section of the Mississippi Valley that is as low or lower than the Mississippi River itself.

We are all familiar with what the Mississippi River has been doing during the past month and when we consider that our principal cooperage operations are right in that locality, it can be readily understood why the month of May has been eventful for cooperage people.

Prior to the first of May the cooperage supply and demand was fairly well balanced. The supply had been more or less curtailed and the demand had not been heavy, so when the consumers were buying for immediate needs they anticipated the future to some extent and as a result enough stock is on hand at the various cooper shops to supply the needs for a month or two at least and, therefore, no serious handicap has been caused at the consuming end by the stopping of shipments from the Mississippi Valley district.

The reports that are coming from the fruit district indicate that some sections have been injured more or less by frost. Other sections, which had a large crop last year, as not anticipating so large a crop this year and while more or less material is moving all the time, it is quite likely that the mills located outside of the flooded area will be able to take care of the demand until the other mills are again operating.

The price of heading and staves is firm. Very little advance, however, has taken place. Manufacturers who have coiled hoops are making the best of this opportunity to get a premium upon the material that is ready or about ready for shipment. However, telegraphic offers for hoops at premium prices are rather numerous, so just how long the premium will continue to be effective is problematical.

The general outlook of the business in the East is good.

Heavier Demand for Flour Barrels Reported from Buffalo

The demand for flour barrels has increased somewhat during the past month and there seems to be a fair inquiry for flour in the export trade, although an advancing wheat market has cut down the prospects to some extent.

Look for Fair Apple Crop

The cool weather has held back the blossoming of the apple trees, but it has not been unfavorable and a fair crop is hoped for. The growers have not begun to place orders for barrels yet, and it remains to be seen what effect the flood will have on prices of staves this summer and on the sale of apple barrels.

An Opportunity to Increase Use of Wooden Barrel

The Montezuma marshes, which produce large quantities of cooper's flag, are being developed along agricultural lines. An area of about 5,000 acres in Seneca, Wayne and Cayuga counties is expected to produce crops this year valued at more than $1,000,000. A thousand men, women and children have been planting seed during the past month,—potatoes, onions, celery, lettuce, carrots and other vegetables, etc. About 8,000 acres more are to be reclaimed and planted. The black soil is exceedingly fertile and it is hoped to produce crops valued at $500 an acre. In former years the marshes were a jungle, almost as thick as that of Panama.

To Fix Official Standards for Apples

A public hearing was given at Poughkeepsie on May 27th to discuss standards for grading and classifying apples. Under the new law Commissioner Berne A. Pyrke, of the department of agriculture and markets, is given power to fix official standards for apples packed in this State. He advised Western New York apple growers of the hearing and his desire to obtain their views before taking final action.

Hoop Quotations Are Higher

Higher prices are being quoted on hoops, which are also affected by the Southern floods. As of May 20th, 5′ 6″ hoops are quoted at $20 to $20.25; 6′ hoops at $20.50 to $20.75; 6′ 9″ hoops at $21.50 to $22. The figures are up $2 or more from a month previous. Heading prices are also strong, ranging from 10c to 15c, or higher, according to quality.

Notes of Buffalo Trade

The Quaker City Cooperage Co. reports improvement in the demand as compared with last month, most of the barrels being for flour export.

The Niagara Cooperage Co., Lockport, N. Y., is getting some flour barrel business, but fruit barrel trade has not yet started up.

W. K. Jackson, of Jackson & Tindle, is spending a few days on business in Baltimore and Washington.

Louisville Barrel and Keg Demand Equals 1926 Volume

General Outlook for Coming Months Good, But Stock Supplies Must be Carefully Watched—Louisville Companies Beat Flood in Race to Save Stocks at Producing Plants

The flood situation over the Mississippi delta district, covering sections of Mississippi, Louisiana and Arkansas principally, has played havoc with the lumber and cooperage industries, resulting in production being at a standstill in the larger producing districts.

Labor Will be Plentiful When Plants Resume Operations

There are those in the cooperage trade who contend that it will be July or even later before production will again be possible in some districts. This will result in a scarcity of stock. On the other hand the argument is made that there will be plenty of labor available this year for the lumber and cooperage industries, which generally have difficulty in securing hands, during the cotton growing season, and that when plants get going again production will be heavy.

It is argued that much land is still under water, and will be for some time. When the Father of Rivers once gets in behind the levees, absorption and evaporation are the only methods of getting it out of the low lands. Other areas are covered with heavy mud deposits. When the waters recede, it will be too late for planting sugar cane, cotton and other products on a great deal of plantation land in the Delta district. This will result in a considerable amount of labor being available this summer for lumber and cooperage operations.

Of course, it will require much labor for rehabilitation in clearing land of drift, rebuilding and fixing up residences, etc., and it is a question as to whether available labor will not be fairly well taken up in such pursuits, and in rebuilding the many broken levees, which must be replaced between now and high water next spring.

Louisville Companies Shipped Out Ahead of the Flood Waters

Two Louisville concerns, the Chess & Wymond Co., and Louisville Cooperage Co., had heavy holdings in Louisana. The Chess & Wymond Co., and its subsidiary, the Graham Stave & Heading Co., shipped out lumber and cooperage stock in great quantities from Holly Ridge, La., Bunkie, La., Woodside, and other points. Its Holly Ridge plant was flooded, but it beat the flood in getting out stock. It also had a lot of stuff at Jonesboro, where the Louisville Cooperage Co. also shipped night and day in getting out in advance of the flood, completing the task before high water reached that town.

W. N. White, of the Louisville Cooperage Co., stated that the company got out in nice shape, without losing any stock, but would have some work in cleaning up mills, and getting things back into operating shape.

Present Barrel and Keg Demand is Fair and Outlook Good

At this time last year business was good, and it is reported that volume at the present time is about equal to demand for this period last season. J. N. White, of the Louisville Cooperage Co., advised that they are shipping a very fair volume for the season, and that the general outlook is good. Mr. White stated that producing conditions are improving in his Eastern Kentucky mills, but that it would be some time before the Southern mills would be able to run again.

Paducah Cooperage Company Installs Additional Equipment

The Paducah (Ky.,) Cooperage Co., which recently purchased a large steam box from the Chess & Wymond Co., Louisville, is further improving its plant, having purchased from the same company a quantity of material for making small keg packages, more especially the fancy packages for the fountain trade. This company is materially enlarging and improving its plant, in order to reduce production costs, and get into some of the specialty lines.

Good Demand for Cold Packed Fruit Barrels

Although the Kentucky strawberry crop in some sections was not especially large, because of cold weather, rain, etc., other sections broke producing records, and as usual there has been a good demand for white oak packages for cold packed fruits.

Potato Crop Will Not Exceed 60 Per Cent. of Normal

From the present outlook there will not be a large demand for slack barrels from the potato shipping industry in this section this year. Unfavorable weather conditions have reduced the acreage, and it is estimated the average will only be about sixty per cent. of normal.

Look for Short Fruit Crop in Kentucky This Season

Ben E. Niles, of Henderson, Ky., secretary of the Kentucky Horticultural Society, has announced that the apple and fruit crops in the Kentucky orchards would be so short this season because of unfavorable weather conditions that it had been decided to call off the fruit show scheduled for Louisville at the Jefferson County Armory in November.

Pickle Packing Plant Changes Ownership

A change in the ownership of Knadler & Lucas, Louisville, Ky., has been made. This concern, which is a large packer of pickles, vinegar, mustard, etc., has been purchased by W. R. MacNeal. Mr. MacNeal will act as president and general manager of Knadler & Lucas, and as he has had twenty-four years experience in the pickle and condiment industry, the prospects for his new connection are bright.

Canadian Plant Damaged by Fire

The Mitchell Cooperage Co. plant at London, Ont., was damaged by fire recently to the extent of $10,000 and an adjacent bottle warehouse suffered loss of $5,000. The Mitchell Company lost 900 barrels, which had just been completed. Its loss is partly covered by insurance.

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On Saturday, the 25th day of June, 1927, at ten o'clock A. M., on the premises hereinafter described, in the City of Sandusky, County of Erie and State of Ohio, I will offer at public sale as a whole and going concern all the real and personal property of the Michel Cooperage Company, constituting its plant, including all fixtures, tools and machinery, stock on hand and all personal property except book accounts, and bills receivable, the same being situated in the City of Sandusky, Erie County, Ohio, and known as Lots Nineteen, Twenty-one and Twenty-three (19-21-23) Washington St., and the West five-sixth of Lots Ten and Twelve (10-12) Warren St., excepting a strip of land sixty-six and twenty-seven hundredths (66.27) fronting on Washington St. and extending north one hundred and twenty-three and seventy-five hundredths (123.75) feet taken from the East side of Lot Nineteen (19) Washington St.

No bid will be accepted for less than $60,000.00. Terms of sale, cash.

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H. L. Peeke, Attorney.

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BARREL ELEVATORS AND CONVEYORS

Page
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... I. F. C.
Oram Co., The John S., Cleveland, Ohio 16-17

BARREL HEATERS

Colwell Cooperage Co., New York, N. Y. 5
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... I. F. C.
Hynson Company, The, St. Louis, Mo. ..... I. F. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 18

BARREL MACHINERY

Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... I. F. C.
Marten, Grahn & Andresen, San Francisco, Cal. ..... *
Oram Co., The John S., Cleveland, Ohio 16-17
Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.
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U. S. Bung Manufacturing Co., 50 S. Second St., Brooklyn, N. Y. ..... F. C.
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 4

COOPERS' FLAG

Colwell Cooperage Co., New York, N. Y. 5
Henning, Inc., E., Chicago, Ill. 5

COOPERS' TOOLS, TRUSS HOOPS, ETC.

Colwell Cooperage Co., New York, N. Y. 5
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... I. F. C.
Hynson Company, The, St. Louis, Mo. ..... I. F. C.
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 4
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.
U. S. Bung Manufacturing Co., 50 S. Second St., Brooklyn, N. Y. ..... F. C.
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 18

DOWEL PINS

Hickson-Rogers Mfg. Co., Paragould, Ark. 29
Hynson Company, The, St. Louis, Mo. ..... I. F. C.
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 4
U. S. Bung Manufacturing Co., 50 S. Second St., Brooklyn, N. Y. ..... F. C.

DRAG SAWS, ETC.

Pennoyer Co., J. C., Chicago, Ill. 18
Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.

ELM HOOP MANUFACTURERS

Bartlett, O. L., Mound City, Ill. 28
Peel & Bro., J. M., Lake Village, Ark. 29

EXPORTERS

Henning, Inc., E., Chicago, Ill. 5
Jerry & Co., Stephen, Brooklyn, N. Y. 5
Pekin Cooperage Co., 330 Spring St., New York, N. Y. 27

HOOP MACHINES

Hynson Company, The, St. Louis, Mo. ..... I. F. C.
Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.

IMPORTERS (Cooperage and Cooperage Stock)

Webster & Bro., James, Liverpool, England 28
Tinkler & Webster, Liverpool, England 29
N. V. Machinale Kuipery "Electra", Vlaardingen, Holland 4

MACHINE KNIVES AND SAWS

Gerlach Co., The, Cleveland, Ohio ..... I. B. C.

NAILS, STAPLES, TACKS, CLEATS, ETC.

Colwell Cooperage Co., New York, N. Y. 5
Hynson Company, The, St. Louis, Mo. ..... I. F. C.
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 4
Stanley Co., The Geo. W., Belleville, Ill. 4
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 18

PAIL AND TUB MACHINERY

Gerlach Co., The, Cleveland, Ohio ..... I. B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.

SECOND-HAND BARRELS

Heidt & Son, C., Jersey City, N. J. 4
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 4

STOCK WANTED

Ramoneda Brothers, New Orleans, La. 4

SLACK BARREL MAKERS AND BARREL STOCK

Page
Colwell Cooperage Co., New York, N. Y. 5
Greif Bros. Cooperage Co., Cleveland, Ohio ..... I. B. C.
Heidt & Son., C., Jersey City, N. J. 4
Jacobs Cooperage, K. W., Milwaukee, Wis. 29
Jerry & Co., Stephen, Brooklyn, N. Y. 5
Mamenso Cooperage Co., Kenner, La. 29
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa. 29
Ozark Company, Memphis, Tenn. 3
Sandusky Cooperage and Lumber Co., St. Louis, Mo. 15
Skuse's Cooperage, Rochester, N. Y. 29
Walsh Sons, Morris, Pittsburgh, Pa. 5

SLACK BARREL STOCK (Manufacturers or Dealers)

Henning, Inc., E., Chicago, Ill. 5
Ozark Company, Memphis, Tenn. 3
Pennoyer Co., J. C., Chicago, Ill. 18
Struthers-Ziegler Cooperage Co., Detroit, Mich. 18
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 18
Wineman, Jr., Henry, Detroit, Mich. 3

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Bartlett, O. L., Mound City, Ill. 28
Colleton Mercantile & Mfg. Co., Ravenel, S. C. 4
Colwell Cooperage Co., New York, N. Y. 5
Fields-Latta Stave Co., Dyersburg, Tenn. 29
Gideon-Anderson Co., St. Louis, Mo. 5
Greif Bros. Cooperage Co., Cleveland, Ohio ..... I. B. C.
Henning, Inc., E., Chicago, Ill. 5
Jerry & Co., Stephen, Brooklyn, N. Y. 5
Mill Shoals Cooperage Co., St. Louis, Mo. 4
Ozark Company, Memphis, Tenn. 3
Peel & Bro., J. M., Lake Village, Ark. 29
Pennoyer Co., J. C., Chicago, Ill. 18
Powell Cooperage Co., Memphis, Tenn. 15
Sheahan Co., B. C., Chicago, Ill. 29
Skuse's Cooperage, Rochester, N. Y. 29
Smith Lumber Co., W. T., Chapman, Ala. 18
Struthers-Ziegler Cooperage Co., Detroit, Mich. 18
Sutherland, Innes Co., Ltd., Chatham, Ont. 29
Trexler Cooperage Co., Allentown, Pa. 29
Tharp & Co., E., Norfolk, Va. 29
Vail Cooperage Co., Ft. Wayne, Ind. 28
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 18
Walsh Sons, Morris, Pittsburgh, Pa. 5
Wineman, Jr., Henry, Detroit, Mich. 3

STAVE AND HEADING MACHINERY

Gerlach Co., The, Cleveland, Ohio ..... I. B. C.
Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... I. F. C.
Oram Co., The John S., Cleveland, Ohio 16-17
Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York 15
Hanlon-Gregory Galvanizing Co., Pittsburgh, Pa. 27
Henning, Inc., E., Chicago, Ill. 5

TIGHT BARREL MAKERS AND BARREL STOCK

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Chickasaw Wood Products Co., Memphis, Tenn. 5
Hudson & Dugger Co., Inc., Memphis, Tenn. 3
National Cooperage and Woodenware Co., Peoria, Ill. 3
Pekin Cooperage Co., 330 Spring St., New York, N. Y. 27
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 29
Walsh Sons, Morris, Pittsburgh, Pa. 5
Welti & Bro., A. M., Cleveland, Ohio 28

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Coleman Co., Wm. H., Jackson, Tenn. ..... *
Colwell Cooperage Co., New York, N. Y. 5
Eckhardt & Lennon, Monroe, La. 29
Graham Stave & Heading Co., Jackson, Miss. ..... I. B. C.
Harlan-Morris Mfg. Co., Jackson, Tenn. 28
Hennen Cooperage Co., The, Lake Providence, La. 29
Henning, Inc., E., Chicago, Ill. 5
Krafft Cooperage Co., St. Louis, Mo. 27
Ozark Stave Co., Chicago, Ill. 29
Pennoyer Co., J. C., Chicago, Ill. 18
Sheahan Co., B. C., Chicago, Ill. 29
Sigman, M. L., Monticello, Ark. 5
Sutherland, Innes Co., Ltd., Chatham, Ont. 29
Wilson Stave Co., W. W., North Little Rock, Ark. 29

TIGHT STAVE MANUFACTURERS

Adams, G. F., Ruston, La. 5
Eckhardt & Lennon, Monroe, La. 29
Henning, Inc., E., Chicago, Ill. 5
Sigman, M. L., Monticello, Ark. 5
Sutherland, Innes Co., Ltd., Chatham, Ont. 29
Wilson Stave Co., W. W., North Little Rock, Ark. 29

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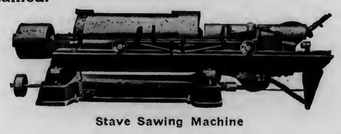

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A paper of great value to all stave, hoop, heading and liner manufacturers; to all makers and users of barrels, kegs, casks, tubs, pails, machinery and mill supplies.

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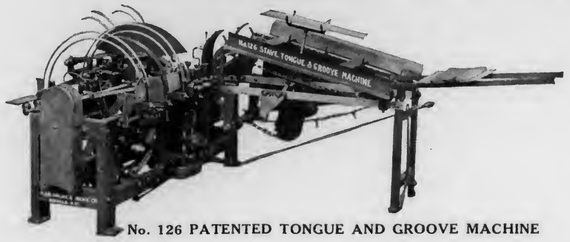

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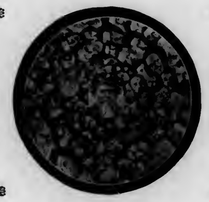

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APPLE BARREL STAVES, HEADING, HOOPS
LESS CARLOAD LOTS
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Telescoped Barrels are "The Better Barrels"—because they eliminate waste, reduce freight costs, and carry your goods in safety to your customers.

Telescoped Barrels by "SANDUSKY" are exceptionally well made, thoroughly heated in our plant, and do not require skilled labor for assembling.

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Whether you are an Apple Grower or an Apple Barrel Cooper you want your barrels to be clean, bright, and well-made.

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Let us have your order for this season's Apple Barrel Stock requirements. You will find the transaction a profitable one for you.

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HOOP NAILS
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HOOP FASTENERS
Bright, Blued, Copper or Galvanized

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The best barrel heater on earth. Our claim is broad but a fair trial of this heater will verify all we say about it.

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The National Coopers' Journal

FORTH-THIRD YEAR | Philadelphia, July, 1927 | $2.00 PER YEAR VOL. XLIII, No. 3

Reconstruction Work Already Under Way in Louisiana

Indomitable Spirit of its Citizens Asserting Itself in Rehabilitation of Home, Farm and Plantation—Coopers Looking to Future With Optimism

The greatest calamity that ever overwhelmed the South in time of peace is over. The waters of the flood have receded and the many thousands who were driven from their homes have gone back to begin the struggle over again. They are repairing or rebuilding their homes, endeavoring to replant their fields, and trying to get their mills and equipment in order once more. Many of them find that facing the future and trying to rehabilitate their shattered fortunes is harder than enduring the calamity when it first came.

A Spirit Prevails in Flooded Sections That Will Overcome All Obstacles

In spite of the misfortunes of the surrounding territory real estate in New Orleans is active, and, strange to say, prices have advanced instead of falling, for a spirit of optimism prevails. Even in the farming districts so lately flooded, where suffering is still acute and where the outlook for the immediate future seems hopeless, the belief prevails that the flood will ultimately prove to have been a blessing in disguise. It is believed that the great calamity has impressed the whole country with the needs of this section, and that the Federal Government will take charge of the situation and give us some effective flood control, relieving the people of the valley at once from the constant menace and from the burden of maintaining, largely at their own expense, a vast system of levees. Inspired by this hope men are clinging to their farms, that now to a casual observer would seem to be utterly worthless, and are planning for great crops of vegetables for future years. All evidences seem to be that New Orleans coopers are in more danger from substitute packages than they are from high water.

New Orleans Suffered No Direct Damage From Floods

New Orleans suffered no direct damage from the river, and its immediate surroundings suffered but little. On the west bank of the river there was a wide strip of land extending from the junior crevasse to about one hundred miles up stream that escaped injury, while on the east bank there was a still wider strip that suffered no damage except that caused by the cut intentionally made in the levee at the Poydras Plantation, while the great fruit, berry and vegetable section north of Lake Pontchartrain, being a comparatively high and hilly country, was never in any danger. The great damage to this city and its business was indirect, for a community cannot prosper when the country from which it draws a great part of its supplies is being devastated, and a business does not prosper when many of its best customers are losing much or all of their possessions.

Coopers Must Await Rehabilitation of Customers' Territories

That is the case with the coopers here. None of them suffered damage to their main shops or their stocks, and their business in the city has gone on as usual. They have had some trade in the nearby territory that was not flooded, but their trade with some of their best shipping points has been utterly wiped out. Under the circumstances it is not strange that the cooperage business is dull, but it is a wonder that there is any business at all.

Export Cooperage Holding Up Business

Fortunately the exportation of cooperage and cooperage stock has not been affected by the flood, and, in fact, seems to be a little better than common, contributing greatly to keep the business alive. Cuba is, of course, in the lead as a buyer, but there are many good customers in other Latin-American countries. Late readjustments of the steamship service has caused a larger part of shipments to Argentine to go out through the New Orleans port, and that great country that seems so far away is now an important factor in the trade.

Argentine Large Buyer of Tight Cooperage

It would seem that an empty barrel would be entirely too bulky, in proportion to its selling price, to be profitably shipped by steamer, where space is everything. but many of them are now shipped in that way. In 1926 there were over 70,000 empty tight barrels exported from New Orleans by water. Argentine was the largest buyer, taking over 52,000, while 5,000 were shipped to Uraguay, and the rest were divided up between the West Indies and the various Central American countries. The business is growing, and from the number and size of the shipments already made this year the record for 1927 will certainly be much greater than that of any previous year. Every little helps, and over 70,000 tight barrels in a dull year is a considerable item in the miscellaneous trade. The makers of these packages now going out are drawing on their stocks on hand, and but few shipments of staves and heading are being received.

The Wooden Barrel Needs Trade Protection in Produce Field

If you visited the upper end of that long series of big buildings known as the French Market and saw the streets jammed with countless wagons and trucks loaded with vegetables in bulk that are being unloaded into boxes, crates and baskets for display in the stalls for sale to the local trade, you might suppose that the barrel was unknown here, but the activities in and about the lower series of buildings would give you a different impression. It is here that vegetables are received and packed for shipment to other markets. The crop coming in at this writing is chiefly green corn. These roasting ears are received in sacks, and are brought in by fleets of trucks. They are unloaded in great heaps, and if not immediately packed, are covered with cracked ice until they can be filled into barrels. The big shippers here at the market give the preference to the barrel, and just at present are using no other package, but at some smaller shipping points hampers are used for this crop, and coopers find these substitute packages are a constant menace to their business, while high water comes only occasionally.

Like Bringing Coal to Newcastle

Among the almost countless gifts which Louisiana flood sufferers received from sympathizers all over the world was 40,000 pounds of sugar from Cuba. The sugar was badly needed, and was accepted in the spirit in which it was given, but that the Sugar Bowl of America should need and receive a gift of sugar from a foreign country, emphasizes the fact, as nothing else could, that Louisiana has been hard hit.

Of course, no barrels are being used now for native sugars, though the refineries, working on imported raws, sometimes use barrels. There is some demand for tight barrels for asphalt paint, and, strange to say, a few syrup barrels are being used,

but the demand for cooperage for cottonseed products is at a standstill.

Gum Wood Now Used in Making Newsprint

Not long ago the regular editions of two of our city papers were remarkable for being printed on an entirely new kind of paper, though they attracted no attention at the time, few of the readers noticing the difference. This paper was made chiefly of gum wood. After experiments extending over several years H. S. Weston, lumber operator of Logtown, Miss., associated with Arthur D. Little, Inc., engineers and chemists of Cambridge, Mass., has succeeded in perfecting a process for making paper out of the timber of the common southern gum tree. When the making of this paper was found to be successful on an experimental scale, gum wood cut in Mississippi was shipped to a pulp mill in Maine, where it was ground and reshipped to a nearby paper mill, where it was run off into newsprint. The manufacture of newsprint paper on a large scale from gum wood may be expected in the near future, and the problem before cooperage stock men is, will this new industry injure them by bringing new timber buyers into the field, or will it aid them by affording them a market for their small timber, tree tops and mill refuse?

New Development Will Have Influence on Stave Business

This new development is going to influence the stave business one way or another, and every large manufacturer of gum staves should consider the possibility of a pulp mill being established in his vicinity, either with his help or without it, either as an ally or a rival.

Cooperage Rate Reduction Upheld

A report from Memphis, Tenn., states that the last obstacle in the way of the reduction in freight rates on cooperage stocks to points on the Pacific Coast was overcome June 14th by the ruling of the Interstate Commerce Commission denying a petition to suspend the recently granted reduction.

By the original ruling of the commission Memphis was the only city west of the Mississippi to receive the benefit of the reduction. The Illinois Central immediately petitioned the I. C. C. asking that the reduction be extended to shipping points on their line east of the river.

This petition was followed by one from shippers in the northeast, asking that the reduction be suspended pending a hearing, contending that the new rates were unfair to shippers in their territory, which is not affected by the ruling.

The commission declined to suspend the rates, which became effective June 15th, but granted the petition of the Illinois Central, extending the reduction to most of the shipping centers east of the river.

The Trafford Heading Co., Garland, Ala., are replacing their dry kiln equipment recently destroyed by fire.

WANTS IN COOPERAGE LINES

W. H. Darrow, Storrs, Conn., is in the market for 3,000 apple barrels.

E. E. Hill, South Hero, Vt., is in the market for 2,000 apple barrels.

J. W. Nethers, Peolu Mills, Va., is open for prices on apple barrel hoops.

Frank Hayden, Wyoming, N. Y., is in the market for 2,000 apple barrels.

S. Lathrop Davenport, No. Grafton, Mass., may be in the market later for one carload of apple barrels.

Albemarle Fruit Packers, Charlottesville, Va., will be in the market for apple barrels. Quotations are in order.

Henry Thorndike, P. O. Box 43, Newport, R. I., is in the market for a few carloads of pine tar drums and olive oil drums.

G. Gray Burnhart, Crimora, Va., will be in the market for approximately 1,500 apple barrels.

Capital City Cooperage, Oklahoma City, Okla., is in the market for slack staves, hoops and heading.

John J. Keith, Alto Pass, Ill., is in the market for quotations on apple barrels. He will use 2,000 barrels for this season's crop.

Ayer & McKinney, 9 N. Water St., Philadelphia, Pa., is in the market for prices on 10,000 powdered milk barrels.

Hunt Bros. Fruit Co., St. Joseph, Mo., is in the market for two or three cars of apple barrel staves, one car of heading, and one car of hoops.

Arthur H. Hill, Isle La Motte, Vt., will use barrels for his apples if prices are not too high. Quotations are in order. He may require 10,000 barrels for this year's crop.

Connett Estate, Faucett, Mo., have not as yet placed their order for apple barrels. They will need approximately 3,000 to 4,000 this season.

Ira H. Rea, Harbert, Mich., desires prices on apple barrels delivered Sawyer, Mich. May require a few carloads for this season's yield.

Harvey Lyons & Son, Princeton, Maine, is in the market for a quantity of oak half-round hand shaved hoops. Also 28½ in. herring barrel staves of gum or fir timber.

A. B. Houtz, Elizabeth City, N. C., is in the market for one or two No. 59½ Holmes windlass, and one No. 126 Holmes stave tongue and groove machine.

Capital City Cooperage, Oklahoma City, Okla., is in the market for second-hand tight barrels of 30-gallon to 50-gallon capacity.

Stewart Bell, Winchester, Va., is in the market for apple barrels. He will require between 3,000 and 4,000 barrels for this season's crop.

McLoughlin Bros., 82nd St. and Eastwick Avenue, Philadelphia, Pa., are in the market for once-used unpainted cottonseed oil and cocoanut oil barrels, tight turpentine barrels, and No. 1 oil half barrels.

Ramoneda Bros., 2533 Tchoupitoulas St., New Orleans, La., are in the market for White Oak Flat Bucked Staves No. 2, all sizes and White and Red Oak Flat Sawn Staves 46"x1¾" and 36"x1¾".

N. V. Machinale Kuipery, Vlaardingen, Holland, wants prices on Douglas fir staves and heading, staves to be 34x¾ in. in bundles of 81 in., heading to be 20⅛ in. x 1/16 in., bevelled, rushed and circled. This stock is for strictly acetic acid grade barrels with one oak bung staves. Quotations should be made cif Rotterdam, Holland.

Associated Cooperage Industries Boost the Wooden Barrel at Purchasing Agents' Convention

Excellent trade promotion work for the wooden barrel was accomplished at the Informashow held in connection with annual convention of the International Association of Purchasing Agents at Grand Rapids, Mich., June 6th to 9th.

The exhibit of tight and slack wooden barrels in charge of C. G. Hirt, secretary and manager of the Associated Cooperage Industries of America was the meeting place of many representative purchasing agents and executives from various sections of the country, and no opportunity was allowed to pass to instill into the minds of the visiting purchasing agents the advantages and economy of the wooden barrel.

Utah Wili Cold Pack 6,000 Barrels of Strawberries This Summer

A report from Salt Lake City, Utah, under date of June 17th, states that fully 6,000 barrels of the choicest Utah County strawberries, with a value of at least $250,000, will be "cold-packed" for Eastern markets this summer, an increase from 1,500 barrels handled by this process last year and from 100 barrels three years ago, when the possibilities of this type of marketing were just dawning.

Such is the optimistic message given by H. W. Jacobs, of Pleasant Grove, one of the leading contractors of berries for cold packing, at the "Utah Strawberry Day" celebration at Pleasant Grove, June 8th.

Three contractors in the business of cold-packing berries, Hewlett Bros., Salt Lake; the Crescent Company, and Mr. Jacobs' company, have about 500 acres under contract.

Working to Capacity

It is reported that the Voll Cooperage Company, Corinth, Miss., has been operating its plant to full capacity in order to make up the deficit in loss of production through several mills that were put out of business by flood waters. The plant here is one of the largest the company operates in the State.

Doubling Dry Kiln Capacity

The Port Angeles Cooperage Co., Port Angeles, Wash., are reported to be doubling their dry kiln capacity.

Louisville Cooperage Demand Ahead of 1926 Volume

Outlook Indicates Large Pickle Production—Cold Packed Fruit Industry Having Good Season—Cooperage Market Steady But With Upward Tendency

A very fair business is reported throughout Louisville tight cooperage industry. Further, plants at Paducah, and in territory adjacent to Louisville are operating on a fair schedule. Locally, business while not rushing, is better than it was at this time last year.

Good Pickle Production Looked For

General outlook in the tight cooperage industry is fair to good. It looks as though there should be a very good production of pickles this season. Other lines using tight packages are a question mark at the present time, as agricultural conditions have not been especially favorable.

Production of Cooperage Stock at Low Mark

Production of staves and heading has been off for several months past, and there is still a good deal of water in the South, which continues to retard production. On top of the floods of the past few weeks there has been a second, or June rise in Arkansas territory, which is moving south, and which means that with broken levees there will be more water in bottom lands, and light lumbering and cooperage stock production well into mid-summer.

Shortage of Spirit Keg Stock

Spirit keg stock is reported to be rather scarce and in good demand at the present time. Reports indicate that offerings of such stock have been very light.

Tight Cooperage Market Steady

Cooperage prices have remained fairly steady in spite of advanced asking prices for material, but the general tendency of the market is undoubtedly upward. Indications are that some classes of tight cooperage material will be quite scarce over the next month, and the consumer who needs such material and has to buy it, may have to pay considerably more than the present market, this being especially true of spirit stock.

Good Outlook for Cold Packed Fruit Barrels

Berry crops in Kentucky this year proved very heavy in some sections, Paducah, Pembroke, Bowling Green, and other points exceeding previous shipping records, on strawberries. Syrup and preserving companies here and elsewhere purchased large quantities of berries, which were cold packed, placed in oak barrels, and put in refrigerators for future use.

Cotton and Cottonseed Oil Production

There is a question mark regarding probable cotton crop on which, of course, the cottonseed oil production depends. A great deal has been heard regarding the Mississippi River floods reducing cotton acreage. However, not all of the cotton land in Arkansas, Louisiana and Mississippi was flooded by any means. Moreover, these three States do not produce all of the cotton, and Georgia, Alabama, the Carolinas, Texas, Oklahoma, Tennessee and other States are perhaps growing larger acreages because of the flood.

There is little doubt but that some of the flooded country will be planted again and will produce a cotton crop. It is claimed that advances in cotton over the past few weeks have been largely caused by speculators believing that the flood situation would make cotton high and scarce. However, considering the carry-over not much additional cotton was needed this year. The advancing prices have probably influenced more planting than necessary under the conditions existing. While there is not much prospect of a large crop of cotton, there may be close to a normal crop, and there should be enough seed ginned out and sent to crushers, to assure a very fair quantity of cottonseed oil.

Potato Outlook is Good

Potato movement from Jefferson County, Louisville, in carlots will start about July 5th. Acreage this year on government estimates is within about 300 acres of the average for the last five years. High ground plantings look good. Low ground was flooded and potatoes stood in water, and do not look so good. Indications are for a fair crop, and better than anticipated demand for slack barrels. A survey shows approximately 30,000 barrels of seed potatoes in cold storage for planting the second crop.

A Good Opportunity to Purchase Timber

The Creditors Committee which is endeavoring to wind up the affairs of the old Bauer Cooperage Co., Cincinnati and Lawrenceburg, Ind., has given Walter S. Adams, Louisville Realty dealer, exclusive sale on its timber, oil and coal property in Southern Kentucky on Cumberland River, below Somerset, consisting of 36,000 acres of land, on which there is over 20,000,000 feet of timber; eight miles of frontage on the Cumberland River, millions of tons of coal; twelve miles of railroad, and in a oil district. The property is termed a million dollar property, but can be had for much less. It represents one of the largest individual pieces of timber in the State today. The Bauer interests cut off some white oak, along the railroad, but much oak was never entered, and other hardwoods were not touched, while it has been several years since any cutting was done.

Flour Barrel Business Continues to Keep Buffalo Coopers Active

The slack cooperage market is running along in about the same way as during two or three months past, with a fair amount of business, but not enough to keep the shops running full time. One favorable feature is the steady increase in the amount of Buffalo's flour production, which promises to continue and increase. Another mill, that of the International Milling Co., will be in operation here about August 1st, while excavation work is being done on a large plant to be erected here by the Hecker-Jones-Jewell Milling Co. Construction work on the latter plant will begin in about two months.

No Heavy Advances in Slack Stock Quotations

The tendency of stock prices is to advance, but the fortunate thing about it is that no skyrocketing is being witnessed. A month ago the market was much upset, with most producers withdrawing all quotations because of the severe floods in the South. At that time it looked as if there would be no dry stock available for a long time, but the stories of loss appear to have been a little highly-colored, though they are, of course, bad enough as it is. Coopers say they have not had any difficulty in getting the stocks they needed, and the number of quotations being made by the mills indicates that those who want material can get it.

The quotations in carlots at Buffalo are as follows under date of June 21st:

5′ 6″ hoops	$19.00 to $19.25
6′ hoops	19.75 to 20.00
6′ 9″ hoops	20.75 to 21.00
No. 1, 28½″ gum mixed staves	18.00 to 18.25
No. 1, 30″ gum mixed staves	18.25 to 18.50
Mill-run, 28½″ cottonwood	14.00 to 14.25
Mill-run, 28½″ gum mixed	13.75 to 14.00
No. 1, 17⅛″ basswood heading	14½c to 15c
Mill-run, 17⅛″ h'd'w'd heading	10¾c to 11¼c
Mill-run, 17⅛″ pine heading	9¼c to 9½c

No Large Supplies of Cooperage Stock on Hand

The buying of stock on the part of country coopers has been light during the past month, one reason for this being the unsettled character of the market. Those who have any left from last season are fortunate, but they are also few.

New Stave Plant in Operation

The Long Stave & Lumber Co., Wallisville, Texas, of which Arthur Long is owner, recently started the operation of a stave plant in connection with its saw mill. Robert Gordon is in charge of operations.

The Louisville Cooperage Co. has resumed operations at its Bonita, La., plant.

THE NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

ESTABLISHED 1885

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CORRESPONDENCE

The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

IMPORTANT ARTICLES IN THIS ISSUE

Editorials.
Apple Crop of 1927 Will Be Lighter Than The Heavy Volume of 1926.
Commercial Apple Orchards Increasing.
Conference on Revision of Barreled Apple Standards.
Excellent Prospects For Early Potato Crop.
Reconstruction Work Already Under Way in Louisiana.
Trade Conditions Here and Abroad.
Louisville Cooperage Demand Ahead of 1926 Volume.
Steady Increase in Flour Production Promises Well For Buffalo Barrel Demand.

Adequate Protection and Promotion of the Wooden Barrel's Interest Necessary in the Apple Growing Field

THERE are several angles to the 1927 Apple Crop, which we believe should not be overlooked in reviewing the crop condition reports as carried in this, THE JOURNAL'S Annual Apple Number.

First of all, this year's apple crop will be much below that of 1926 in volume, due to the very severe weather conditions prevailing during the entire budding season, but it must be remembered that in light crop years the apple grower is enabled to obtain a better price for his fruit, and consequently a greater number of shipments will go forward in barrels, and less in bulk. According to A. J. Surratt, Agricultural Statistician of the Illinois Co-operative Crop Reporting Service, the wooden barrel demand in Illinois this season will be 75 per cent. or better of last year's requirements, due to a lighter crop and more favorable prices. More shipments were handled in bulk last year because of the bumper crop than for many years past. Therefore, the decrease in the 1927 apple production does not necessarily mean the same proportional decrease in the wooden barrel requirements of the apple grower.

Then again, the estimated 26,000,000 barrel apple yield for this year is the commercial orchard production, and does not include the output of what are termed farm or home orchards. This is another outlet for wooden barrel distribution, as the inclusion of the farm and home orchard apple crops will materially increase the total of the 1927 yield.

But there is one phase to the apple situation, to which THE JOURNAL has referred in previous years, that is fraught with danger to the cooperage trade, and one that demands the utmost attention on the part of barrel and barrel stock manufacturers; namely, the increasing use of the wooden box, basket, and hamper as shipping containers for apples.

The manufacturers of these packages are wide awake to the opportunities in the apple field, and are making a strong bid for the apple growers' trade. That their efforts are more successful each year is evidenced by the constantly increasing number of reports received by THE JOURNAL from apple growers advising that they are now using boxes and baskets in place of wooden barrels.

In the years of bumper apple crops, when there are plentiful orders for apple barrels and apple barrel stock, the loss of business to the wooden box, basket, and hamper is not felt so keenly, but it is in a light crop year such as 1927 gives evidence of being that the substitute package menace becomes very noticeable.

The activities of the substitutes for the wooden barrel in the apple field have not progressed so far that they cannot be successfully combatted, but unless cooperage and cooperage stock manufacturers do recognize at once the strength of this competition, and join in an organized campaign to overcome it by every legitimate means, there is very great danger in the years to come of a serious business loss to the individual members of the cooperage industry, and to the trade itself.

Lack of Knowledge a Danger that all Businesses Must Avoid

HOW much do we know about our business? is a question which is worthy of deep consideration and thought by everyone engaged in business today, whether he be manufacturer, banker, merchant, or professional man.

It is the experience of business investigators that in many failures, the cause is not lack of capital, but rather mismanagement, which many times is nothing more or less than insufficient knowledge of the particular business.

In a recent issue of *The American Lumberman,* there appeared some very pertinent remarks on *"The High Cost of Not Knowing."* Speaking editorially on some of the popular sayings that through frequent repetition have almost attained to the dignity of proverbs, but which are unsafe guides to follow, unless interpreted in a contrary sense from the one intended, *The American Lumberman* says: "Take, for example, the saying, 'What you don't know won't hurt you.' But as a matter of fact, what one doesn't know is exactly what hurts him most. The cost of 'not knowing' is one of the heaviest charges against any business. To establish this let us consider only three or four of the many forms of 'not knowing' that apply especially to the lumber business.

"Not knowing one's costs: What a quagmire of frenzied competition and suicidal slashing of prices far beyond the possibility of any profit is indicated by that signboard!

"Not knowing one's goods: How shall we interest the potential buyer in what we have to offer unless we can tell him all about its properties, the uses for which it is best adapted, and readily answer any question that can be asked concerning it? Accurate, thorough knowledge of product is the foundation of sound merchandising.

"Not knowing the best operating and accounting methods: There are better and more economical ways of doing almost everything than those in common use. The most successful business men are those who find out about the best methods and adopt them a little in advance of their competitors.

"Not knowing human nature: Human beings are the greatest factor in any business. Many a good customer is lost because at a critical point some employe, or possibly the boss himself, said or did the wrong thing. Many a valuable employe is lost to a business, or his usefulness greatly restricted, because the employer did not know how to 'handle men,' as the saying goes.

"In the several fields that have been mentioned there is ample scope for study, observation and improvement. None can hope to attain perfection in all, but most of us can improve our scores in one or more of them, and all improvement is gain."

Knowledge is power in all walks of life, and in business it is the power that carries us safely along the road to success.

Industrial Survey of National Association of Manufacturers Indicates no General Slump in Business

FORECASTING the business and employment outlook for the summer months, a survey made by the National Association of Manufacturers, shows that the industries of the nation are now operating and will continue to operate for the next three months, on the remarkably high basis of more than 81 per cent. of their maximum employment capacity.

The survey covered twenty-three classifications of industries, including many seasonable lines that are now at their lowest production scale, yet compared with the same time last year, the actual falling off in employment is less than three per cent.

Commenting on the results of the survey made, John E. Edgerton, president of the National Association of Manufacturers, says:

"Analyzing the reports that have come to us from all sections of the country, I believe the whole nation can be happy in the employment and business outlook for the summer and early fall. When the manufacturing industries of the country are employing eighty-one per cent. of the maximum number of persons they could possibly put to work, that certainly is a healthy situation. Naturally, some concerns are not doing as well as they would like, but I believe if specific analyses were made of these particular instances we would find that the pessimism is based more on what they had hoped to profit rather than on what might be considered a reasonable and substantial profit. We are now at the logical time for a seasonal slump in production and employment, but there has been no slump—only a falling off of less than three per cent.

"Another healthy thing is that there is a continued reduction in consumer prices, which encourages more buying and steady distribution of cash. Eight months ago, our survey showed that there would be a slight shading off, and the present study has borne this out, but this is nothing more than a natural continuation of the orderly readjustment that means stability and a closer relation between production and consumption."

Domestic Packing Advisory Board Issue Shipping Container Pamphlets

The Domestic Packing Advisory Board, in co-operation with the Transportation Division of the Department of Commerce, has published in pamphlet form the results of its two-year survey of shipping packages.

THE JOURNAL was under the impression that the pamphlet on "Cooperage" would pertain to the wooden barrel only, inasmuch as we understand a pamphlet on steel barrels had already been distributed, nevertheless the pamphlet on "Cooperage and Steel Barrels" cannot help but prove of vast benefit to the entire wooden barrel industry.

Beginning with a short treatise on the technology of cooperage, the pamphlet covers in detail the various uses of slack and tight barrels, specifications for the proper staves, hoops and heading, weight capacity, etc.

The pamphlet is a veritable handbook on cooperage and its use by both the cooperage manufacturers and consumers, will overcome the difficulties that have been experienced at times in the past through the purchase of barrels not suitable for the particular product.

Both the Domestic Packing Advisory Board and the Transportation Division deserve the highest praise from all shipping container industries, for the thorough and efficient manner in which they have completed the task assigned them. As Secretary of Commerce Herbert Hoover states in the foreword of each pamphlet series: "The members of the Advisory Board on Domestic Packing are to be congratulated upon the completion of the first phase of their program in connection with reduction of waste in domestic commerce due to faulty packing.

"In making this information available to the public a service has been performed which will reflect favorably on the elimination of waste in our entire distribution system. The costly wastes involved in the improper packing and handling of merchandise, resulting annually in the loss of millions of dollars, can be materially reduced by placing authentic information of this nature in the hands of shippers."

Copies of the pamphlet on cooperage can be obtained by writing to the Superintendent of Documents, Government Printing Office, Washington, D. C., or to any district office of the Bureau of Foreign and Domestic Commerce. The price of the pamphlet is ten cents and we recommend that each and every JOURNAL reader purchase a copy immediately.

The Front Cover

We extend our appreciation and thanks to the Horticultural Publishing Company of Peterborough, Ontario, Canada, through whose courtesy we are permitted to reprint the apple orchard scene which appears on the front cover of THE JOURNAL'S Annual Apple Number.

TRADE CONDITIONS HERE AND ABROAD

Every Reason to Feel Optimistic as to 1927 Volume—W. A. Fraser

Since my last report the volume of business in Canada has increased very satisfactorily, and the apple barrel coopers throughout the Province are placing orders for their season's requirements. Most of the apple barrel shops are now in operation.

From the information we have, and from the government reports, it can be pretty nearly accepted that the Ontario apple crop this year will be approximately twice as large as in 1926. The number of barrels of apples that will be packed this year should be even greater than this increase, as the best market varieties throughout all the apple growing section of the Province promise the heaviest yield.

The weather during the last thirty days has been particularly favorable to the development of the apple crop, and the situation therefore continues to be most advantageous for a maximum pack.

As stated in our June letter, both number one and two heading is particularly short in Canada, and an additional supply is now being purchased from the United States mills.

The steady demand for number one stock has been maintained during the past few weeks, and in our opinion, the cooperage manufacturers have every reason to feel most optimistic regarding 1927 business.

—

Start Second Period of Year With No Stock Surplus and Prospective Good Demand—C. M. Van Aken

With the ending of the month of June, we can look back upon six months of 1927—half of the year. This has been an eventful period. Eventful for the cooperage stock manufacturers, because during the entire time—operating was a gamble. The heavy rains at the beginning of the year prevented logging with any degree of regularity, and prevented the satisfactory drying in the open. As the months passed the rains continued until they developed a flood. This flood in many respects was unprecedented in the history of the Mississippi Valley, which is the locality where most of the cooperage at present finds its source of production. This flood not only stopped production of cooperage at many mills, but it entirely obliterated large quantities of cooperage which had gone through the process of manufacture and was waiting for the shipping time.

All of these things combined is what has caused the manufacturer of cooperage to feel that during the past few months no business could be more of a gamble than his. The bright spot in the problem was that the material made brought prices somewhat in excess of last year. If it had brought a great deal more than it did, it would not have, in some cases, begun to make up for the losses caused by the elements. There is, however, some satisfaction in making even a little money upon something saved from the wreck.

At the consuming end a fair demand has prevailed. Almost without exception cooperage has been shipped out as fast as it was ready and in spite of the difficulty in manufacturing no great amount of inconvenience has been caused to the consumer by delayed shipments. This shows readily that had the mills been able to produce a normal supply during the first half of this year there would have been considerable surplus. I do not mean to intimate that there is more cooperage being made in the country than can be used, but if the period referred to had produced a normal output, then we would have had too much stock in that particular period.

Many lines of business in which slack barrel cooperage is required have been running along about as usual and using an average amount of material, but, as has often been said, fruit and produce are large cooperage consumers, so much so that there is nothing that will swing the cooperage market more than a good or a bad fruit and produce prospect. In some sections, the potato crop has been and is decidedly promising. In other sections, the potato crop has been and is almost an entire failure. In some sections the apple crop is decidedly promising, while in other sections frost has put the trees in such a condition that there is practically no apples on them.

Added to the general consumption of cooperage, it is these promising sections of the country to which references have been made that have been taking cooperage as fast as it has been produced and it is those sections where crops are more or less of a failure which demonstrate the fact that had more cooperage been produced during this period it would have caused a surplus. Therefore, we can look into the second period of the year with no surplus at the mills and the prospect of a demand that will, barring accidents, take care of the supply which the more or less handicapped mills can produce.

—

No Change From Last Month in British Cooperage Trade—J. C. Tinkler

There is little or no change in market conditions at the present time, stocks being ample. The floods in the Mississippi are causing little or no inconvenience, and as further orders for new stock need not be placed for two or three months, we are hoping that conditions will once again be normal in America by that time and prices profitable to the shippers, as well as favorable to users here.

The market is steady and coopers in England are not grumbling very much at lack of business.

Unusually Heavy Demand for Butter Tubs

ELGIN, ILL., June 29, 1927.

EDITOR, THE JOURNAL:

Trade with us has been unusually heavy this season, and we are operating at full speed.

We look for sustained business for the near future and for some time to come.

Very truly yours,
ELGIN BUTTER TUB COMPANY,
Edward Schmidt, Treas.

—

Expect Good Business Conditions to Continue

KANSAS CITY, KAN., July 5, 1927.

EDITOR, THE JOURNAL:

Our trade has held up very well. We expect a continuation of the good business, although we do not look for as large an apple crop as was to be expected this year, due to very unusual weather conditions. At present we are not in the market for anything; buying just what is needed from time to time.

With our best wishes, we remain

Very truly yours,
HAUBER COOPERAGE COMPANY,
S. B. Hauber.

—

What They Say

J. R. KELLEY COOPERAGE COMPANY, KANSAS CITY, KANSAS—We are having a fair volume of business at satisfactory prices. We also anticipate a rather steady market for the next ninety days.

CLEVELAND STAVE COMPANY, DEVALLS BLUFF, ARK.—Trade with us is very good, but we do not look for any advance in prices. We are hoping that prices will not decline on cooperage stock, and it would seem that due to conditions we should have a fair market the balance of this year.

CAPITAL CITY COOPERAGE, OKLAHOMA CITY, OKLA.—Trade is picking up as the vinegar season is about to open. This will give us a good run of business through July and August. We are in the market for slack staves, hoops and heading, and for second hand tight barrels of 30-gallon to 50-gallon capacity.

L. J. ECKLER, VICTOR, N. Y.—The apple and cherry crop will be light in this section. Pears promise to be almost a full crop.

ALABAMA COOPERAGE CO., CALERA, ALA.—Business with us this year has been fairly good. Right now everything is just a little quiet, but we believe the last half of the year will be satisfactory and taking everything into consideration we have no complaint to make.

J. H. FICKETT & CO., PORTLAND, MAINE, We have been quite busy up to the present time, but business is a little dull just now. It is a little early to know much in regard to the apple crop, but as the trees blossomed well we hope for a good year.

BAMBERG MFG. CO., BAMBERG, S. C.—Business with us has been fair, and we do not think there will be any change for the next three months.

Apple Crop of 1927 Will Be Lighter than the Heavy Yield of 1926

Estimated Production is 26,000,000 Barrels as Against 39,000,000 Barrels for Last Season—More Apples Will be Shipped in Barrels This Year and Less in Bulk—Substitute Packages in Active Competition With Wooden Barrel

It would be almost too much to have expected the apple crop of 1927 to equal the bumper crop of 1926. Nevertheless, in the early months of the year, it was the opinion of many that the apple production this year would come up to such expectations, and that the generally accepted fact of light crops in odd-numbered years would not apply to 1927.

With the exception of a few weeks during the Spring months there has been very little favorable weather, and it was thought that the inclement weather would prove a boon to the apple trees as it would prevent premature blossoming; but according to orchardists and horticulturists these few weeks of sunshine proved the undoing of the full crop prospects, for the trees did bud, to be later nipped in many instances by the recurrence of frost and rain.

Still, in spite of all this, and in face of a much lighter apple yield this year than in 1926, it can be truthfully said that the crop is by no means a failure. The U. S. Department of Agriculture reports United States apple crop conditions on June 1, 1927, as being 57.2 per cent. of a full crop, compared with 78.3 per cent. for 1926 and 69.7 per cent for a five year average.

In New England there will be a heavy crop, with Maine leading with an average of 90 per cent., an increase of 17 per cent. over 1926. New Hampshire and Vermont also are ahead of 1926 averages with a percentage of 85 per cent. and 85 per cent. respectively.

New York State looks for 72 per cent. of a full crop, followed by Pennsylvania with prospects for 63 per cent. of a normal crop.

Virginia and West Virginia were probably hit harder than any other States, the adverse weather conditions cutting down the crop averages to less than 50 per cent. of a full crop.

Among the Central, Middle West and Northern States, Ohio will have 56 per cent. of a full crop, Illinois 51 per cent., Missouri 44 per cent., Iowa 78 per cent., Michigan 76 per cent., which is 2 per cent. above 1926, Minnesota 85 per cent., 6 per cent. greater than 1926, and Wisconsin 82 per cent.

Going over the border into Canada, however, we find crop conditions the reverse of those in the United States, with splendid prospects for an apple yield far surpassing that of 1926. Reports so far received by the Canadian Department of Agriculture indicate a bumper apple crop, with Ontario showing a production of 1,081,650 barrels, or 169 per cent. of 1926; Quebec, 105,870 barrels, which is 91 per cent. of 1926; New Brunswick 30,000 barrels, a 100 per cent. crop; and Nova Scotia a yield of approximately 1,500,000 barrels, or 162 per cent. of the 1926 crop.

The heavy demand for apple barrels and apple barrel stock which will result from this tremendous apple production will undoubtedly be greater than can be cared for by our Canadian cooperage and cooperage stock manufacturing friends, and unquestionably there will be many cars of barrels and barrel stock purchased in the United States for the Canadian markets.

Therefore, with prospects for a fair apple crop in the United States and a superabundant yield in Canadian orchards THE JOURNAL feels confident that the volume of cooperage and cooperage stock that will be required by the apple industry this season will amount to a considerable figure, when the final score is taken at the end of the season.

The following reports from growers, horticulturists, State and National departments of agriculture, clearly picture, we believe, the crop condition for 1927 in the United States and Canada, and should prove of interest and value to all JOURNAL readers.

—

Illinois Will Have Plenty of Apples—200,000 Barrels Estimated Yield in Quincy Section

QUINCY, ILL., June 23, 1927.

EDITOR, THE JOURNAL:

Early in the spring season beautifully blooming apple trees betokened abundant crops of the favorite national fruit. The late falling frosts were effective in dissipating flattering promises, yet while unlooked for low temperataure made its force felt in lessening prospects for abundant harvests, there is assurance that there will be plenty of apples to be passed around, with a large surplus for shipment over the seas from Illinois.

In the western part of the State the estimate runs from thirty to forty per cent. of a full crop, and official reports from all parts of Illinois give the estimate of 51 per cent. of a full crop against 72 per cent. at the same time in 1926.

The percentage is made on a basis of a 100 per cent. crop, which is only seen in years few and far between, and then only in carefully cultivated and highly developed orchards. It is quite probable that many orchardists realize equally profitable returns from the smaller harvests which are more easily handled, than the larger superabundant harvests.

In the annual observance of National Apple Week it had been hoped that more problems vital to the apple industry would have been carefully considered, and would have been more satisfactorily solved.

The problem of available transportation with timely service of carrying abundance to places of scarcity should be given serious consideration at all National and State horticultural meetings, and especially at all plans for properly observing National Apple Week.

While Quincy is not surrounded by the large apple orchards noted in the southern part of Illinois, yet 200,000 barrels will not be an exaggerated estimate of the requirements for use in packing apples grown at all points within a radius of 100 miles of the city.

Very truly yours,
JAMES HANDLY,
Founder of National Apple Day.

Outlook for Iowa Apples is About 75% of a Full Crop

DES MOINES, IOWA, June 10th, 1927.

EDITOR, THE JOURNAL:

The following is the fruit crop condition report for Iowa for June 1, 1927. These percentages are based on 100 per cent. for a normal crop:

Summer apples	76%
Fall apples	79%
Winter apples	78%
Pears	62%
Plums	64%
Cherries	63%
Strawberries	83%
Grapes	83%
Red raspberries	78%
Black raspberries	83%
Blackberries	84%
Gooseberries	75%
Currants	76%

The condition reports on summer, fall and winter apples by districts in the State of Iowa are as follows:

	Summer Per Cent.	Fall Per Cent.	Winter Per Cent
Northwest	79	83	83
North Central	86	83	87
Northeast	81	81	66
West Central	75	74	75
Central	75	75	83
East Central	82	83	82
Southwest	74	84	79
South Central	70	75	82
Southeast	67	76	67

The above report shows the conditions on June 1st which was before the heavy June

drop took place. The chances are the actual condition as it exists at this time is below the above given on apples. The change in condition due to the June drop will appear in the July 1st report.

Very truly yours,
R. S. HERRICK, *Secretary*,
Iowa State Horticultural Society.

Apple Crop Conditions as Reported by U. S. Department of Agriculture, June 1st

Following is the Department of Agriculture's condition report of the 1927 apple crop as of June 1st:

	1927 Per Cent.	1926 Per Cent.	10-Year Average 1917-1926 Per Cent.
Maine	90	73	82
New Hampshire	86	82	83
Vermont	86	85	85
Massachusetts	78	91	84
Rhode Island	75	93	82
Connecticut	72	86	84
New York	72	85	78
New Jersey	68	80	75
Pennsylvania	63	86	72
Ohio	56	82	66
Indiana	49	80	63
Illinois	51	72	66
Michigan	76	74	73
Wisconsin	82	85	83
Minnesota	85	79	79
Iowa	78	85	73
Missouri	44	65	61
North Dakota	..	..	..
South Dakota	87	65	73
Nebraska	77	69	63
Kansas	66	59	59
Delaware	55	80	66
Maryland	54	80	62
Virginia	30	70	52
West Virginia	31	76	52
North Carolina	30	68	60
South Carolina	44	66	66
Georgia	32	69	67
Florida	..	..	..
Kentucky	26	73	59
Tennessee	33	64	55
Alabama	34	68	62
Mississippi	45	60	62
Arkansas	29	62	60
Louisiana	38	62	62
Oklahoma	46	52	60
Texas	35	58	63
Montana	90	95	82
Idaho	81	80	78
Wyoming	75	95	88
Colorado	72	92	82
New Mexico	38	87	66
Arizona	55	78	65
Utah	83	88	88
Nevada	55	70	73
Washington	64	82	85
Oregon	67	90	83
California	58	79	75
U. S. Total	57.2	78.3	69.7

Based on the percentages quoted in the above report, the following table estimates the production in leading commercial apple States for 1927, compared with 1926 and the five-year average:

	Production In Barrels		
	Estimated 1927	Final 1926	5-Year Average 1922-1926
Maine	486,000	450,000	493,400
New Hampshire	264,000	294,000	210,400
Vermont	156,000	155,000	140,400
Massachusetts	765,000	880,000	654,200
Rhode Island	65,000	79,000	60,000
Connecticut	300,000	350,000	248,600
New York	5,655,000	6,500,000	5,337,600
Pennsylvania	1,383,000	1,796,000	1,213,800
Illinois	988,000	1,250,000	1,283,000
Michigan	1,518,000	1,489,000	1,601,200
Missouri	489,000	619,000	790,600
Virginia	2,030,000	3,384,000	2,138,800
West Virginia	935,000	1,700,000	1,106,000
Idaho	934,000	925,000	1,205,000
Washington	7,011,000	8,550,000	8,087,200
Oregon	1,479,000	1,700,000	1,501,200
California	1,658,000	2,048,000	1,626,800
U. S. Total	26,116,000	39,095,000	33,647,000

Ohio Will Have 62% of a Full Apple Crop — Adverse Weather Conditions Have Caused Much Damage

COLUMBUS, OHIO,
June 16th, 1927.

EDITOR, THE JOURNAL:

I will try and give you as nearly as I can a summary of the conditions of the apple crop throughout Ohio. Some of this information is the result of actual observation, while the balance is taken from correspondence which I have had with fruit growers scattered all over the State.

Beginning with the extreme southern part of the State, Lawrence County which is one of the heavy apple producing counties of the State, suffered very serious loss through late frosts. It is reported that few of the orchards in that county will yield over 15 per cent. or 20 per cent. of a crop. It is claimed to be most nearly a complete failure of any recent years.

Coming north, along the Ohio River, a somewhat similar situation exists in Gallia County which is also a heavy apple producing county. Going from here to the northwest, Jackson County will have only a very few apples.

There are a number of large orchards in this county and those reporting have indicated nearly a total loss. Coming further north to a line passing through Chillicothe which is about one-fourth the distance from the southern toward the northern part of the State, the conditions improve somewhat. Some of the orchards in that territory and to the east on a parallel line will bear from 25 per cent. to 50 per cent. of a full apple crop this year.

From the central part of the State north conditions are much more favorable. The orchards in most of this territory will bear from one-half to a full crop. Some damage was done by frost in the northeastern part of the State, particularly in Lake and Geagua Counties and in some other northeastern sections the bloom was rather light, especially on certain varieties.

The report from Mahoning and Columbiana Counties indicated a little better than 50 per cent. of a normal crop. Ottawa County which is becoming quite an important apple producing section has good prospects. This county is the largest peach producing county of the State. The prospects are good for a nearly normal peach crop in that section. Barrels, however, do not enter into the shipment of peaches.

It should further be noted that early apples will be a very scarce article in the southern half of the State. They will also be much less plentiful than last year in most other sections.

The last federal apple report gave the crop prospects for the entire State at 62 per cent. of a normal crop of late apples. One other factor should be noted and that is that frost damage is showing up in some localities in the form of late dropping, and therefore, the prospects in the future may not be even as good as the present.

Yours very truly,
C. W. WAID, *Secretary*,
Ohio Horticultural Council.

Ontario Will Use in Excess of 400,000 Apple Barrels This Season

TORONTO, ONTARIO, CAN.,
June 22, 1927.

EDITOR, THE JOURNAL:

The season in this province is late, and it makes it somewhat difficult to give you an accurate estimate as to the crop of apples that we will likely market. The Federal fruit crop report credits Ontario with 169 per cent. of a crop compared with last year, which would give us a commercial crop of 1,081,650 barrels. This, however, was based entirely on the blossom. Cool, wet weather almost continually over the southern part of the province has resulted in a heavy drop, and I feel almost certain now that we will not have any more apples than we had last year, which was roughly, 600,000 barrels. Spies, McIntosh and Fameuse of the good varieties are showing up the heaviest, while most of the early varieties will also be a good crop.

Taking into consideration the percentage packed in boxes and hampers as well as those hauled in by truck in open barrels, I would think that there would not be more than 400,000 barrels required for the coming Ontario crop.

Yours very truly,
R. W. HODGETTS, *Director*,
Department of Agriculture, Fruit Branch.

New York Will Have From 70% to 75% of a Full Crop

LE ROY, N. Y.,
June 18th, 1927.

EDITOR, THE JOURNAL:

Indications now are that New York State will have from 70 to 75 per cent. of the crop of last year. Many trees which bloomed are setting very light. Baldwins which did not bear last year are setting well. Greenings will be spotted. McIntosh bloomed heavily but are setting light in some sections.

I have no data on barrels required for 1927 crop.

Very sincerely,
ROY P. MCPHERSON, *Secretary*,
New York State Horticultural Society.

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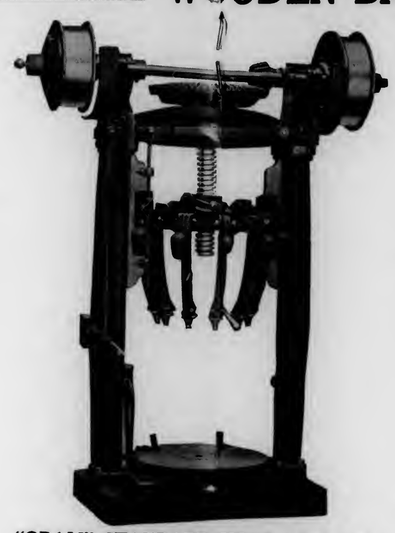

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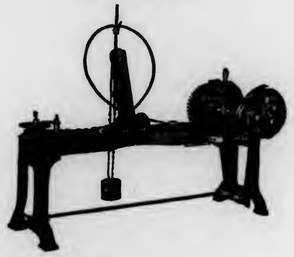

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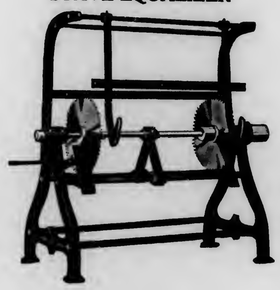

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Approximately 50,000 to 75,000 Apple Barrels Will be Used for New Hampshire Apple Crop

CONCORD, N. H.,
June 16th, 1927.

EDITOR, THE JOURNAL:

I am enclosing the apple crop report issued by the New England Crop Reporting Service. This is the best information that I have as no one from this office has been in the field a sufficient amount to make a study of the orchard bloom the past spring. Such word as has been brought in is to the effect that the bloom is good on early varieties and on McIntosh but rather spotty on Baldwins. This morning a man who has been doing some inspection work for the Fish and Game Department checking up on partridge and other game damage, was in the office and he stated that the frost damage was considerable and that a big percentage of the bloom did not set. While the trees were in bloom our weather was cloudy and pretty cool and I suspect the bees were not particularly active.

The U. S. Bureau of Agriculture Economics reports that approximately 350 carloads of apples were shipped from our State in 1926 and approximately 500 carloads for the 1925 crop. It is true that many of our apples now are trucked out of the State and a certain percentage of these are trucked directly to cold storage on the Boston market. I should expect that a large percentage of the apples moving by rail are shipped in barrels. Few apples sold locally require containers as it is the practice here in our New Hampshire cities to sell apples open face, without container. Doubtless there will be used in our State some 50,000 to 75,000 barrels this coming year.

Sorry I cannot give you more definite or more complete information but this seems to be the best we have available at this time.

Yours very truly,
LAURENCE A. CARLISLE,
Agent in Marketing,
New Hampshire Department of Agriculture.

—

New England Apples Have Good Bloom

According to a report issued by the New England Crop Reporting Service numerous reports from fruit growers indicate that New England apple trees generally carried a good bloom. McIntosh were particularly heavy while Baldwins are a light prospect following last year's heavy crop. The blossom generally, however, is fully up to average. The percentage of the total number of reports for each variety that show a good bloom or better are as follows: McIntosh, 90 per cent.; Greening, 56 per cent.; Gravenstein and Ben Davis, 55 per cent.; Astrachan, 54 per cent.; Duchess, 53 per cent.; Wealthy, 51 per cent.; Transparent, 47 per cent.; Delicious, 44 per cent.; Wolfe River, 37 per cent.; and Baldwin, 22 per cent.. The prospect seems to be best in Maine where the apple crop was light in 1926 and lighter in States favored with a big crop last season.

The blossom period was rather unfavorable. Much of the month of May in New England was cold and cloudy. Set as a result is quite uncertain. McIntosh, Baldwin, Delicious and Northern Spy are the principal varieties being planted this year according to reports of growers. The numbers of apple trees being set were reported as 53 per cent. of usual in Maine; 65 per cent. in New Hampshire; 67 per cent. in Vermont; 53 per cent. in Massachusetts; and 47 per cent. in Connecticut.

The crop condition for apples on June 1st in Maine was 90 per cent. compared with 73 per cent. a year ago; in New Hampshire 86 per cent. compared with 82 per cent.; in Vermont 86 per cent. compared with 85 per cent.; in Massachusetts 78 per cent. compared with 91 per cent.; in Rhode Island 75 per cent. compared with 93 per cent., and in Connecticut 72 per cent. compared with 86 per cent. For New England as a whole condition of the apple crop on June 1st was 83.7 per cent. compared with 82.8 per cent. last year and 84.2 per cent. the 10-year average. Prospects in Maine and New Hampshire are above average but below average in the other New England States.

Courtesy Horticultural Publishing Co., Ltd., Peterborough, Ontario.

When Royalty Meet—The Apple, the King of Fruit, Ready for the Market in the Wooden Barrel, the King of Shipping Packages.

400,000 Apple Barrels Will be Used for West Virginia Crop

MARTINSBURG, W. VA., June 16th, 1927.

EDITOR, THE JOURNAL:

Apple prospects in the Eastern Panhandle of West Virginia for this season are 45 to 50 per cent. of last year's production, which amounted to approximately a million barrels. We estimate that 800,000 barrels were used in moving this tonnage, balance moving in baskets and bulk. This season there will be more baskets used than formerly, but we estimate there will be used through this territory this season in the neighborhood of 400,000 barrels, as the crop will no doubt be more closely gathered in view of the general lighter crop throughout the entire country as a whole, with prospects of better prices than last season.

Yours very truly,
ROTHWELL-GATRELL CO.,
R. W. Hoebs.

1,400,000 to 1,600,000 Barrels the Estimated Apple Crop for Virginia

RICHMOND, VA.,
June 15, 1927.

EDITOR, THE JOURNAL:

The outlook for the commercial apple crop in Virginia is very poor due to a light bloom and to damage by frost the latter part of April. No definite forecast of production can be made before July 1st, because the size of the crop is still somewhat uncertain, as apples have been dropping badly during the first part of June. From the present outlook the commercial crop will probably be between 1,400,000 and 1,600,000 barrels for the year 1927, compared with 3,384,000 barrels, the estimated crop of 1926 and 1,440,000 in 1925.

The best prospects are in Albemarle, Nelson and Amherst Counties, where the Winesap and Pippin are the most important varieties, and in Clarke, Frederick, Rappahannock and Warren Counties, where the York Imperial and Ben Davis are the principal varieties. In other sections crops are very poor and only a few orchards on high elevations have any apples at all.

Courtesy Pennsylvania Department of Agriculture.
Federal-State Expert Inspecting Apples at a Biglerville, Pa., Orchard

In the orchards which have crops of fruit, apples are well distributed on the trees which will insure good size and color, so the quality of the fruit available for the consuming markets should be very good. In some sections, however, there has been a heavy infestation of scab, which may reduce the quantity of the No. 1 pack.

There will probably be an increase in the use of both the box and bushel basket, as both of these packages have been growing in favor with the Virginia producers. The greater percentage of the crop, however, will be packed in barrels.

Very truly yours,
HENRY M. TAYLOR,
Agricultural Statistician,
U. S. Department of Agriculture.

Missouri Will Ship More Apples Than in 1926

COLUMBIA, MO.,
June 21, 1927.

EDITOR, THE JOURNAL:

The total commercial apple crop of Missouri will probably be about 1,600 to 1,700 carloads compared with 1,395 shipped from the 1926 crop. The production will be located in central and northwest Missouri this year in place of heavy production in the southwest last year.

The frost of April 22d, all but destroyed the crop in this southern section. The bloom was heavy through the State, but the drop has been unusually heavy since May 1st, while the condition on June 1st was 44 per cent. of normal. There may be some loss in future prospects; also there may be a betterment in the southwest after the apples get larger and more easily seen on the trees.

Very truly yours,
E. A. LOGAN,
Agricultural Statistician,
Bureau of Agricultural Economics.

Prospects Are For a Good Apple Crop in Vermont

BURLINGTON, VT.,
June 18, 1927.

EDITOR, THE JOURNAL:

At present there are prospects for a good crop of apples in Vermont. The report seems to be that McIntosh, Fameuse, Tolman, Greenings, Delicious and Wealthy blossomed fairly well and have set fruit abundantly. There are very few reports as to the condition of Northern Spy, so that on the whole it seems that the crop will probably not be quite as large as it was last year.

Very truly yours,
M. B. CUMMINGS,
Professor in Horticulture,
University of Vermont.

Apple Barrel Demand Will Approximate 75% of 1926 Requirements

SPRINGFIELD, ILL.,
June 17, 1927

EDITOR, THE JOURNAL:

The condition of Illinois apples on June 1st was reported at 51 per cent. of normal against 72 per cent. last year and the average of 66 per cent. for June first. The apple crop outlook this season is very spotted, due chiefly to the April 21st frost and prolonged wet weather preventing proper pollenation. The set of fruit on young trees is not as favorable as for the older trees. Again many orchards have a rather light set of fruit as this is a rest year. It is probable that Calhoun County apple shipments will fall somewhat short of the usual. Ordinarily Calhoun County produces around one-third of all the commercial apples that are shipped out of Illinois. Apples are reported to be dropping badly and it is very difficult at this time to give a very accurate estimate of the apple prospect. Our July condition figure should be much more indicative of the Illinois apple crop prospect for this season. The early indications are that the moderate to light set of fruit over most of the commercial district will result in more favorable size than usual and the early quality prospect is favorable.

Just off-hand I would estimate that the demand for barrels in Illinois ought to be 75 per cent. or better of the 1926 requirements. If apple prices and quality are favorable it is likely that the demand will exceed the present outlook. Last season the demand for barrels was considerably short of expectations due to the unprofitable price and varying quality. More apples were handled in bulk in Illinois last season than for many years.

Very truly yours,
A. J. SURRATT,
Agricultural Statistician,
Illinois Coöperative Crop Reporting Service.

Will Use 30,000 Barrels for Their 1927 Apple Crop

ST. JOSEPH, MO.,
June 18th, 1927.

EDITOR, THE JOURNAL:

We had the best bloom that we have had for several years, but the apples have dropped more than usual up to this time, so that our prospect now is not in proportion to the bloom. However, it looks like 25 per cent. to 50 per cent. more than last year, but not so heavy as 1925 when we had the best apple crop this territory has produced in several years.

We have about 500 acres of bearing apple orchards and usually buy stock to make about 10,000 barrels, and purchase the balance of barrels required made up, which usually amounts to about 10,000 to 20,000 barrels. We are in the market right now for two or three cars of staves, one car of heading, and a car of hoops.

Yours truly,
HUNT BROS. FRUIT CO.,
J. E. Hunt, *President.*

Michigan May Have Better Crop This Year Than in 1926

LANSING, MICHIGAN,
June 21, 1927.

EDITOR, THE JOURNAL:

I am sending you a copy of our newspaper release covering crop conditions on June 1st. In this you will find our estimate of the apple crop although it is much too early for any definite figures. About fifty per cent. of our crop is rated as commercial in an average year. Of that fifty per cent. I am not prepared to say what proportion goes into barrels. Much of the early fruit is shipped in baskets and of course considerable quantities are marketed in bulk. We have no data concerning the quantity of barrels used in other years; hence, we cannot give you an estimate for this year.

Very truly yours,
V. H. CHURCH,
Agricultural Statistician,
Michigan Coöperative Crop Reporting Service.

—

Prospects for the Michigan apple crop are better than a year ago and also above average for this early date. The promise now is for 76 per cent. of a full crop compared with 74 last year and 75 for average on June 1st. In the southern section the set seems good. Heavy rains interferred with pollenization to some extent in the later blooming sections. Spraying has been handicapped throughout the State by the continued rains. Orchards are still in bloom in the northern counties making the situation uncertain. No production estimate is made now.

Apple Crop Will Average 60% of Last Year

ESOPUS, N. Y.,
June 22, 1927.

EDITOR, THE JOURNAL:

At this writing it looks as if the apple crop will average around 60 per cent. of last year's yield, which was very heavy in this section.

Business is good with me, as I also have a barrel factory in Red Hook, N. Y., as well as at Esopus.

Very truly yours,
J. H. BEAVER.

Heavy Apple Crop in Prospect for Maine

AUGUSTA, MAINE,
June 17th, 1927.

EDITOR, THE JOURNAL:

I am unable to give you the number of barrels that will be used. The output I think will be about 25 per cent. heavier than last year. The blossoms indicated a very heavy crop, but the cold, wet weather had a very injurious effect on the pollenization and the apples are dropping very badly.

Very truly yours,
G. A. YEATON,
State Horticulturist.

25% to 50% of an Apple Crop for Illinois

FLORA, ILL.,
June 20, 1927.

EDITOR, THE JOURNAL:

The apple prospect for southern Illinois, both early and late, is for a crop probably 25 per cent. of last year on early and 40 per cent. of last year on the late varieties.

Western Illinois will range from 40 to 50 per cent. of last year's crop, according to present prospects.

There have been several sections injured by hail and it is pretty hard to do anything more than give a general prospect.

The drop has been exceedingly heavy. The original bloom was good, but on April 21st and 22d low temperature injured apples in almost all sections.

Courtesy Pennsylvania Department of Agriculture.
Barreled Apples in Cold Storage at Biglerville, Pa.

Practically all summer apples will go out in baskets. Doubt if there will be many barrels used, excepting for those varieties that are expected to go into cold storage.

In this immediate section there will be less apple barrels used than for several years and a number of growers have barrels carried over, so there is not a great demand for cooperage stock or made up barrels, at this time.

Yours very truly,
F. H. SIMPSON, *President,*
F. H. Simpson Company.

No Barrels Used in Idaho Apple Shipments

BOISE, IDAHO,
June 21, 1927.

EDITOR, THE JOURNAL:

We have about 85 per cent. of a normal crop with good growing conditions both as to climate and insects. We expect to harvest between 6,500 and 7,000 cars of marketable apples. The crop looks better at this time than it has any time during the past five years.

Jonathans are particularly heavy; Rome Beauties and Delicious, good; the Winesap crop is a little short probably due to the heavy freeze last September when many of the Winesaps were still hanging on the tree.

No apples have been shipped out of this State in barrels since 1921 and I know of no orders for stock in barrels at this time.

Yours very truly,
HARRY SABIN,
Chief Field Inspector,
Department of Agriculture.

Apples Shipped in Boxes— No Barrels Used

CORNELIA, GA.,
June 17, 1927.

EDITOR, THE JOURNAL:

The apple crop of Habersham County will be about 40 per cent. of last year. The Rabun County crop is practically all killed. This district does not use any barrels for putting up apples. They practically all go in boxes, with a few off grades in baskets.

Yours very truly,
J. C. PORTER, *Manager.*
CONSOLIDATED APPLE GROWERS' EXCHANGE,

Light Fruit Crop in Ozark Section

COLUMBIA, MO., June 25, 1927.

EDITOR, THE JOURNAL:

With the exception of the Northwest section of the State, Missouri will have the poorest apple crop since 1921. Fruit in the Ozarks was badly damaged by an April freeze. The present estimate is for a ten to fifteen per cent. crop in that section. Along the Missouri River between St. Louis and Kansas City and along the Mississippi north from St. Louis to Hannibal there has been a heavy drop, and there will be a small crop, due to unfavorable weather for polination. Northwest Missouri reports an excellent crop.

Very truly yours,
PATTERSON BAIN, JR.,
Secretary.

Apple Crop Briefly Reported

E. E. CLARK, SOUTH HERO, VT., advises that a fine apple crop is looked for in his section. He will use 2,000 barrels this season and is in the market for quotations.

HILLCREST ORCHARDS, SPRINGDALE, ARK., reports an apple crop of about 20 per cent. of normal. Their cooperage requirements are already cared for.

ALBEMARLE FRUIT PACKERS, CHARLOTTESVILLE, VA., will use from 5,000 to 8,000 apple barrels this season. The full supply of cooperage has not been ordered.

C. P. WAUGH & SONS, WELLSBURG, W. VA., look for a good crop of apples this year. However, this firm uses baskets instead of barrels for making shipments.

IRA H. REA, HARBERT, MICH., expects 50 per cent. of a crop for 1927. He desires prices on barrels f. o. b. Sawyer, Mich., but tells us that most of his apples go forward in baskets.

A. L. SNAVELY, CROCKETT, VA., says the frost of April 22d and 23d destroyed his crop, and that 10 per cent. yield will be about all he will have.

CONNETT ESTATE, FAUCETT, MO., will require from 3,000 to 4,000 barrels for this season's apple crop. They have not as yet purchased their cooperage supply.

COOK ORCHARD CO., FAYETTEVILLE, ARK., report a poor apple crop this year in their section. Their orchard escaped the frost but boxes are used by them in place of barrels.

J. W. STROUD, ROGERS, ARK., advises that the frost killed his crop this year.

JACK GARST, BOONE MILL, VA., estimates that 6,000 barrels will be used in his locality this year. The apple crop will be a light one.

F. H. FERGUSON & SON, APPLETON, N. Y., say that prospects are for a light apple crop this season. They will make about one-quarter the number of barrels for the 1927 crop than for 1926.

STRASBURG ORCHARD AND PRODUCE CO., STRASBURG, VA., estimate their apple barrel requirements between 3,000 and 4,000 barrels, which they make themselves or buy locally.

H. L. BINGHAM, CHILHOWIE, VA., reports a very low apple crop this year, hardly enough apples are looked for to supply home consumption.

P. S. FENSTERMACHER, ALLENTOWN, PA., reports 50 per cent. of a crop in his section. Very few barrels are used by the growers, the majority of shipments going forward in boxes and baskets.

M. L. STOVER, PERRYVILLE, VA., estimates 20 per cent. of an apple crop for 1927 in his locality.

D. A. REYNOLDS, HAVERHILL, MASS., states the apple crop will be of fair average this year, but that the box is the predominant package in shipping.

W. H. MEHRING, COVESVILLE, VA., reports an apple crop approximating 33⅓%. He further states that 30,000 barrels will be used in his section for the season's yield, which packages are supplied by local coopers.

E. C. BOYD, ROSELAND, VA., will use 20,000 apple barrels for this year's crop. His cooperage requirements are fully covered.

W. P. ROGERS, WILLIAMSON, N. Y., reports the lightest crop he has had in years. He will require but 500 apple barrels, which are already on hand.

R. S. CHILDRESS, BOONE MILL, VA., estimates the apple crop at 25 per cent. of the ten-year average. His cooperage is supplied from local sources.

RIVERVIEW ORCHARDS, MCBAIN, MO., will use about 1,000 apple barrels this season. These packages have already been purchased.

J. T. BROWN, WINCHESTER, VA., believes the apple crop in his locality will average 50 per cent. of last year. Mr. Brown's orchard will have no apples this year.

L. R. BRYANT & CO., PRINCETON, ILL., advises that it is difficult to prophesy the size of the apple crop this year. They believe, however, that it will be very much lighter than 1926. This concern may be in the market later for barrels.

FRED. CARLTON, WYOMING, N. Y., will use between 15,000 and 20,000 apple barrels this season. Mr. Carlton makes his own barrels and has already purchased his stock.

C. W. KEYSER, LINDEN, VA., advises that apple crop prospects are good this year. He will use 2,000 apple barrels which are procured from local coopers.

A. T. CLARK, VERGENNES, VT., places the 1927 apple crop in his section at 70 per cent. Mr. Clark will use but 400 barrels this season which he secures locally.

FULTON ORCHARDS, CHERRY RUN, W. VA., look for about 40 per cent. of a normal apple crop. Their cooperage requirements are cared for locally.

J. E. HOFFMAN CO., INC., ROANOKE, VA., state their apple crop this year will be very short. They purchase their barrels in the local market.

R. G. VANCE, WAYNESBORO, VA., advises that he has discontinued the use of the barrel as his apple shipping package. He now uses boxes and baskets.

UNION APPLE CO., WAYNESBORO, VA., report 25 per cent. of an apple crop as the prospect for 1927. They use 10,000 apple barrels which are purchased in Staunton, Va.

D. C. ACKER, BROADWAY, VA., tells us that his section will have 40 per cent. of a full apple crop. However, Mr. Acker's orchard has suffered from frost and will produce no apples this season.

W. A. BISCHOF, ROCKPORT, MO., advises that no apples are barreled in Atchison County.

MCCUE & SON, GREENWOOD, VA., report 30 per cent. of an apple crop for 1927. They will use 4,000 barrels for this season's yield, which packages are already ordered.

THE OHIO ORCHARD CO., MILFORD CENTER, OHIO, say the prospects are for a good apple crop although there is quite a little scab present. This firm will not use the wooden barrel this year. Baskets will be employed in their shipments.

E. D. CURTIS, BANTAM, CONN., reports a very good apple crop this year. Unfortunately, however, Mr. Curtis does not use the wooden barrel as his shipping package. Baskets are the prevailing container.

ARTHUR H. HILL, ISLE LA MOTTE, VT., estimates the 1927 apple crop at 60 per cent. of a full crop. He will use 10,000 barrels if price is not too high, otherwise he will ship his entire crop in boxes and baskets.

WHITEFORD BROS. CO., WHITEFORD, MD., look for a 50 per cent. apple crop this season. They use from 1,000 to 1,500 apple barrels, but are not in the market at present.

J. S. BROWN, HENDERSONVILLE, N. C., advises that the wooden box is used in all his shipments of apples.

S. LOTHROP DAVENPORT, NO. GRAFTON, MASS., estimates this year's apple crop at about 55 per cent. of the 1926 crop of winter apples. He may possibly use one carload of apple barrels this season, but advises that apples in his section are practically all shipped in boxes.

R. J. FISKE, LUNENBERG, MASS., reports the apple crop at 90 per cent. He adds, however, that his section is a box territory and no barrels are used.

LUTHER B. YAPLE, CHILICOTHE, OHIO, places his apple barrel needs at about 5,000 barrels, which packages are already on hand.

H. L. MINNICK, WAYNESBORO, PA., writes that the apple crop in his vicinity will be from 65 per cent. to 70 per cent. of normal, with fruit which promises to be of good quality. Mr. Minnick has already ordered his barrel supply.

G. E. SMITH, CHARLOTTESVILLE, VA., looks for a fair apple crop this year. He will use 400 barrels and purchases locally.

H. S. FOSTER, N. CALAIS, VT., says the apple crop prospects are excellent, but that he does not use wooden barrels.

A. T. NELSON & SON, LEBANON, MO., write that rain and frost practically killed the apple crop in the Ozark Region.

W. H. DARROW, STORRS, CONN., advises that the apple crop in his orchards in Vermont will be better than in 1926. Mr. Darrow will require 3,000 apple barrels and is in the market for his supply.

FENNVILLE FRUIT EXCHANGE, FENNVILLE, MICH., report a light crop in their section due to adverse weather conditions and scab. They will use 7,000 apple barrels which they make.

A. W. ALDRICH, ROUTE 3, SPRINGFIELD, VT., finds apple crop conditions very good. McIntosh and Belleflower varieties show a heavy bloom and other species a medium bloom. Mr. Aldrich procures his apple barrels from local sources.

JOHN J. KEITH, ALTO PASS, ILL., reports the apple crop in his locality at 40 per cent. of normal. Mr. Keith will use 2,000 barrels this year and will be in the market for his supply a little later in the season.

J. W. NETHERS, PEOLA MILLS, VA., looks for 40 per cent. of a normal crop of apples this season. Mr. Nethers makes his own barrels and may buy some hoops later.

H. M. DUNLAP, SAVOY, ILL., reports apple crop prospects as fair with 35 per cent. of a full crop. Mr. Dunlap uses baskets for many varieties. He makes his own barrels but is in need of no barrel stock this season.

E. O. WORTH, MONDAMIN, IOWA, advises there will be 70 per cent. of an apple crop in his section of winter varieties. He will use about 2,500 barrels which are purchased from nearby coopers.

C. D. WYSONG, SHEPHERDSTOWN, W. VA., says his section will have a very short apple crop this season, due to a cold and wet spring. He will use from 2,000 to 3,000 apple barrels for his 1927 crop.

DR. E. L. SIMPSON, WESTFIELD, PA., does not look for a heavy apple crop this season. He will require but half the number of apple barrels this year than for his 1926 crop.

FRANK S. HAYDEN, WYOMING, N. Y., places the 1927 apple crop in his district at 45% of normal. He will use 2,000 apple barrels and is in the market for his requirements.

HARRY L. YOST, BOX 1474 BOISE, IDAHO, estimates the apple crop in his State at about 6,500 carloads for 1927. All apples are shipped either in bushel boxes or baskets.

G. GRAY BARNHART, CRIMORA, VA., reports a one-third apple crop for his locality this season. Mr. Barnhart will use 1,500 barrels this year and purchases in the open market.

CONSOLIDATED ORCHARDS CO., PAW PAW, W. VA., tell us that 30,000 apple barrels will be used in their section this season.

STEWART BELL, WINCHESTER, VA., reports a crop average of from 45% to 50%. Mr. Bell will use between 3,000 and 4,000 apple barrels and is in the market for his supply.

JULIAN DIMOCK, EAST CORINTH, VT., makes no report of apple crop conditions this season, but does say he will use from 1,000 to 1,500 apple barrels.

International Apple Shippers Will Convene in Louisville

Announcement has been made that the 1927 convention of the International Apple Shippers' Association will be held at Louisville, Ky., August 9th to 12th inclusive.

New York Apple Growers Adopt U. S. Standards

Apple growers and shippers at Rochester unanimously voted on June 15th to adopt the United States grades for apples as a standard for New York State. The new State law requiring branding of the grade on the container was approved.

Canadian Apple Crop Prospects Never More Favorable—Will Approximate 3,767,390 Barrels

Fruit and Vegetable Crop Report No. 1 of the Dominion of Canada, compiled in co-operation with The Dominion Bureau of Statistics, Department of Agriculture, states that weather conditions throughout the fruit growing provinces have been cool and wet, resulting in a backward spring, which is generally eight to ten days later than normal.

June 1st conditions, which are based entirely on blossom prospects, indicate a commercial apple crop of 3,767,390 barrels as compared with 2,984,230 barrels or 126 per cent. of 1926, or 15 per cent. increase over the five-year average of 3,279,220 barrels.

Courtesy Horticultural Publishing Co., Peterborough, Ontario.

This Apple Grower Has Insured the Safety of His Fruit by Shipping in Wooden Barrels

There is no doubt the above figures will be materially changed once the fruit set is known and the June drop completed, but the present outlook was never more favorable for a good crop of apples especially in the eastern provinces. Pears are estimated at 60 per cent. in British Columbia and 200 per cent. in Ontario; cherries, sour and sweet, are light, being 60 per cent. in British Columbia and 50 per cent. in Ontario; peaches are 85 per cent. in British Columbia and 100 per cent. in Ontario.

The following is a summary of commercial apple crop prospects from blossom conditions in 1927 as compared with 1926:

	1927 Per Cent. of 1926	1927 (Estimated) (Bbls.)	1926 (Bbls.)
British Columbia	80	1,049,870	1,312,360
Ontario	169	1,081,650	598,700
Quebec	91	105,870	115,800
New Brunswick	100	30,000	30,000
Nova Scotia	162	1,500,000	927,370
Total	126	3,767,390	2,984,230

Reports so far received from the various Provinces are:

British Columbia

British Columbia has experienced cool, unsettled weather all spring, and severe frosts from April 18th to the 20th, which has retarded the growth in the fruit growing sections, with the result the season is about fifteen days later than normal. It is too early at this date to forecast dependable estimates as crops change so rapidly, but reports indicate conditions on June 1st as follows:

From present conditions a commercial apple crop of 3,149,600 boxes is expected, which is 80 per cent. of last year when 3,937,080 boxes were produced in the province. In the Okanagan Valley the crop is patchy and present prospects indicate a crop 85 per cent. of last year. Orchards are reported fairly clean and free from most insect pests. All points report a sufficient supply of irrigation water. In the Vernon district Jonathans are heavy, Rome Beauty fair, Wealthy equal to last year and McIntosh showing about 20 per cent. decrease. Summerland expects 25 per cent. decrease, while Penticton estimates a crop equal to 1926, with McIntosh and Newtowns heavy and Jonathans light.

Ontario

Weather conditions in Ontario were generally cool and wet during May and were particularly unfavorable during blossom period from May 16th to June 1st. In spite of these conditions there has been an exceptionally heavy bloom with all fruits throughout the province. In arriving at estimates for the various crops, they were based entirely on blossom conditions and therefore might be changed considerably when the set is known.

June 1st reports show a heavy apple blossom throughout the province. Summarizing conditions in the commercial producing districts, indications are for a crop 180 per cent. of 1926; this would amount to approximately 1,081,650 barrels as compared with 598,700 barrels last year. In western Ontario indications are for a crop 87 per cent. greater than last year, or 706,750 barrels, while eastern Ontario promises a crop amounting to 374,900 barrels, which is an increase of 69 per cent. In western Ontario practically all varieties are heavy with the exception of Baldwin and Greening which are light, especially in the Burlington and Niagara districts. On the other hand indications in eastern Ontario are for a

heavy crop of Stark and Russet; Ben Davis to be the same as last year.

Quebec

Although the weather has been somewhat cool and wet during May in this province, generally speaking the blossoming period is about normal as apple trees in most districts were in full bloom from May 24th to the 28th. Trees wintered well and show no signs of winter injury. On the other hand raspberry canes are reported in some districts to be showing slight signs of winter injury in some plantations which might have the effect of slightly reducing the yield.

Conditions reported on June 1st show the blossom, on apple trees in last year's heavy producing districts of Abbotsford and Rougemont, to be lighter, while other localities which produced in less quantities, are generally heavier or equal to last year's production. These conditions at this date promise a commercial apple crop of 91 per cent. of 1926, which would indicate a yield of 105,870 barrels as compared with 115,800 barrels last year. Prospects are for Abbotsford to have a crop 70 per cent., Rougemont 80 per cent., St. Hilaire 100 per cent., Chateauguay-Woodlands 125 per cent., Oka-St. Joseph du Lac 150 per cent., Hemmingford and Covey Hill 100 per cent. of last year. In these districts blossom indications point to Wolfe River, Alexander and McIntosh being a good crop, and Transparent, Duchess, Wealthy and Fameuse a light crop, except that Fameuse is reported to be heavy in the districts of St. Hilaire and St. Jos. du Lac.

Nova Scotia

The season has been very unfavorable for the development of bloom of all fruits, being cold and wet.

With the exception of a few early varieties of apples, trees were not in bloom in June 1st and it is fully expected to be from June 12th to the 15th before the late varieties are in full bloom. This makes the season about the same as last year, which was ten days later than normal. Every variety of apple throughout the Annapolis Valley promises heavy blossom. It is too early to venture an estimate, but judging from present prospects for heavy bloom, it is generally expected that the commercial crop will be at least 162 per cent. of 1926, with a yield of 1,500,000 barrels as compared with 927,370 barrels in 1926. A great deal of spraying has been carried out this spring and many orchardists have made as many as three applications before the blossoming period while two sprays have been quite general. Notwithstanding these precautions scab has developed on the leaves which is liable to have the effect of preventing a heavy set of fruit, or later on causing a heavy June drop. As already stated it is too early at this date to forecast conditions.

New Brunswick

The season is reported late in the province, owing to cool, unsettled weather, resulting in a late apple blossom period, which is expected about June 9th. A wire dated June 10th from the Department of Agriculture, Fredericton, reports apple blossom generally to be lighter for most varieties than last year. In the St. John Valley blossom prospects for the various varieties are as follows: Transparent 75 per cent., Crimson Beauty and Astrachan 40 to 50 per cent., Duchess 80 per cent., Dudley and McIntosh 85 to 100 per cent., Bishop Pippin 90 to 100 per cent. of last year; Golden Russet are light. Whether the crop will be lighter or heavier than 1926 is difficult to forecast from present conditions. However, judging from present prospects the commercial crop will in all probability be equal to that of last year which amounted to 30,000 barrels.

Commercial Apple Orchards Increasing in Numbers

Commercial orchards have been supplanting the small home orchards and the proportion of first-class market fruit has increased along with better cultivation, fertilizing, spraying, pruning, thinning, sorting, and grading as practiced in business orchards, according to a bulletin issued by the Department of Agriculture.

The commercial or market crop is mainly the production from commercial orchards as distinguished from the small home orchards. It is the part of production available for market to be sold as fresh fruit, and forms about one-half of the average total crop of the United States.

The relation of the commercial crop to total production varies between the different producing sections, and from season to season. The production of the whole barrel region averages 41 per cent. commercial compared with 75 per cent. for the box region and 50 per cent. for both combined. Delaware and Maryland are close to great markets and have much early fruit. Delaware reports 81 per cent. commercial and New Jersey 71. Most of the representative barreled-apple States—New York, Virginia, West Virginia, Illinois, Michigan, Missouri, and Arkansas—report that about half their average production belongs to the commercial crop.

The change from season to season in the proportion of production rated as commercial is some indication of the estimated market quality of the crop. The highest proportions in recent seasons in the barrel region were 46 per cent. in 1919, 49 per cent. in 1921, and 42 per cent. in 1923. These all were on the odd years. None of the crops of the years of even date was rated above 40 per cent. commercial. Frequently the years of decreased production in the East are the odd ones. Probably in such seasons more of the crop is reported available for market, because of the stronger market conditions. The boxed apple production seldom has varied more than 5 per cent. from the average of 75 per cent. commercial.

Commercial crops are produced in 32 States of the barrel region; about one-third in New York and New England; one-third in the Middle Western States, and the other third chiefly in the Middle Atlantic and South Atlantic States. The ten leading States in order of average percentage of the combined commercial crop of the barrel region, 1918 to 1923, are New York, 28.3 per cent.; Michigan, 10.5; Virginia, 8.7; Pennsylvania, 6; Illinois, 6; West Virginia, 5.4; Missouri, 4.7; Ohio, 4.5; Arkansas, 3.2, and New Jersey, 2.9 per cent. These States produce four-fifths of the average annual commercial crop of the barrel region or about 14,000,000 out of 17,000,000 barrels. Crop conditions in these ten States are a fairly good index of the Eastern apple outlook just as the State of Washington frequently is considered the key to the Western boxed-apple situation.

Estimated commercial crops for the entire United States ranged from 22,000,000 to 27,000,000 barrels from 1916 to 1919, averaging about 25,000,000. The average increased 20 per cent. for the five years, 1920 to 1924; the average commercial crop of the boxed-apple region gained 43 per cent. while the barreled-apple region increased 8 per cent.

Conference Held on Revision of Barreled Apple Standards

To discuss possible revision of the United States barreled apple standards as regards requirements for apples intended for export, a conference was held the week of June 13th at the United States Department of Agriculture between representatives of various barreled apple shipping States and officials of the Bureau of Agriculture Economics.

Representatives were in attendance from Massachusetts, New Hampshire, New York, Pennsylvania, New Jersey, Maryland, Virginia, West Virginia and Ohio, also from the National League of Commission Merchants of the United States, the International Apple Shippers' Association, the New York Horticultural Society and the Virginia State Horticultural Society. F. G. Robb, acting in charge of the Fruit and Vegetable Division, presided.

Edwin Smith, foreign marketing specialist of the Bureau of Agricultural Economics, preliminary to the discussion of grade factors, gave a short talk on the quality, condition and pack of American apples upon arrival at foreign markets.

It was the general opinion of the conference that the present United States fancy grade be modified slightly so as to permit minor blemishes such as slight russeting and small light colored limbrubs. It was also recommended that the color requirements for both United States fancy and United States No. 1 remain as they are at present. It was thought advisable to include in the United States standards, specifications for condition and pack to be used by the inspection service when certifying apples for export. Additional definitions which will aid in clarifying the grade terms were also suggested.

It has been decided that instead of establishing a special export grade as was contemplated earlier in the year that there are enough grades at present, providing the fancy grade were made more practical by permitting certain minor defects. By "liberalizing" the fancy grade to the point that it will be used by apple packers, those of the export trade demanding color lighter than United States No. 1 can secure it by specifying United States fancy grade.

A strong sentiment pervaded the meeting that the barreled apple industry has reached the point where the range of sizes of the fruit should be marked upon the head of the barrel instead of using minimum sizes only, as has been the custom for several years. If the range of sizes contained in the package were so designated in the marketing, it was declared, another insistent demand for the foreign trade would be met.

A request was made for specifications of an "export standard" to be used by inspectors when certifying apples for the export trade. The meeting was in favor of the following specifications for such as "export standard":

"Apples shall be tightly packed, maturity not riper than firm ripe, free from scald, and shall show not more than 1 per cent. decay." These requirements met the approval of the conference.

It was also proposed that the United States apple standards require "that the shown face be reasonably representative in size, color, and quality of the contents of the package."

The object of this requirement, it was explained, is to prevent the practice of facing barrels with highly colored apples of a desirable size and filling the middle of the barrels with poorly colored fruit of objectionable sizes. While it is recognized that the method of facing barrels with the best apples has been a custom of long standing, the practice has been often carried to such an extent, it was declared, that it has caused much dissatisfaction both to receivers in America and abroad.

The bureau is considering the suggestions offered at the conference and it is hoped the revised standards for apples will be ready for distribution within a short time.

Excellent Prospects for Potato Crops in Early Producing States

The following reports on the potato crops in various early producing sections of the Eastern States as carried in the *New York Packer*, indicate prospects for an excellent crop, and that growers and shippers will have a splendid season.

Eastern Shore Virginia

Onley, Va., June 17th.—There never was a better outlook for the grower and shipper of Virginia potatoes. North Carolina will be through next week, after which the entire Eastern part of the country and part of the Western country will have to come to Virginia for supplies. The crop was never of better quality. The production on the Eastern Shore will be 11,000 cars, as compared with 12,000 cars last year. The price the first part of this week was $5.50 per barrel f. o. b. The movement started in a small way the week ending June 4th. There was a moderate movement this week and there will be a heavy movement next week.

Norfolk, Va.

Norfolk, Va., June 17th.—The quality of the potato crop in the Norfolk district is excellent this year. Weather growing conditions were very favorable. The quantity will be about normal. Digging will start in earnest about the week ending June 25th. Shipping has been going on in a small way from this section since the week ending June 4th.

North Carolina

Elizabeth City, N. C., June 17th.—This is the big pptato shipping point of North Carolina this week. In fact, it is the largest potato shipping point in the State. A great deal of stock produced in nearby sections is shipped from Elizabeth City. The Currituck Sound country, which ships through this station, will clean up this week. Digging throughout the week in this district was fast and furious. The peak perhaps will be reached next week and then the shipping season will not last much over another week, so that North Carolina should be pretty much out of the way, so far as potato shipping is concerned, by the 25th.

The State was supposed to have had 5,000 cars, but on account of dry weather cutting down the size of the potatoes in some sections and other sections developing nicely, it would be hard even now to reach an estimate. Washington and Aurora are through shipping and Columbia will be through this week. Morehead City potatoes were poor and did not figure much in the game.

Long Island

New York, June 17th.—Long Island has a good crop of Cobbler potatoes. The movement will start the week of July 25th. According to the records, about the first Long Island Cobblers that came into New York last year arrived between July 21st and July 26th. All along the South Shore, clear out beyond Orient Point, L. I., the potatoes look good. The vines are vigorous, but there were no blossoms showing this week. However, Long Islands come in fast when they begin to near maturity.

New Jersey

New York, June 17th.—The New Jersey potato crop, the indications are, will be one of the best in some years. However, South Jersey is late. Salem County, the big potato growing county of South Jersey, is not as far advanced as it should be, but the potatoes look fine. Monmouth and Middlesex Counties, which are the best producers of central Jersey, will have a wonderful crop, if weather conditions continue as they are. Seventy-five per cent. of the vines are in bloom at this time. They will have better Cobblers than they have ever had. The fields are green and the vines strong. However, with South Jersey late and central Jersey on time, and also with Long Island about on time, it looks as though Cobblers from these three districts will start just about the same week, which will be July 25th. The crop is just about the same size as it was last year.

Pocomoke City, Md.

Pocomoke City, Md., June 17th.—The Cobbler potato crop in the Maryland section is showing up in good shape. The general yield is fair to good and production is about the same as last year. Shipments will start the week of June 20th. The peak movement will be reached about July 15th and shipments of Maryland Cobblers will be over the latter part of July. Light rains lately are improving the quality wonderfully and now it looks as though potato shippers are going to have a splendid season.

The John S. Oram Co. Market New Crozing Machine and Publish New Catalog

The John S. Oram Co., cooperage machinery manufacturers of Cleveland, Ohio, have placed a new stave crozing and equalizing machine on the market.

This new machine, which is illustrated below, is known as Oram's single or individual crozing machine, and is designed to croze both ends of the staves and to equalize staves at one operation.

The machine shown above will care for staves from about 21 inches up to 36 inches, and is adjustable to make various styles of croze.

It is equipped with an automatic feed hopper which will hold from eight to twelve staves. The new single or individual crozing machine has a capacity of 24,000 staves per 10 hours, or as fast as the operator can work.

This new crozer is especially adapted for semi-tight and the higher grade of slack barrel staves, and will work any kind of timber or thickness of staves. It is also adapted for use on rosin pine barrel staves.

The Oram company has just published a new catalog of its well and favorably known line of cooperage machinery. This new catalog gives complete information on every Oram machine and will be valuable to cooperage and cooperage stock manufacturer tight and slack. Further particulars concerning the single or individual crozing machine, and a copy of the new Oram catalog will be sent upon request to The John S. Oram Company, Cleveland, Ohio.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

REBUILT STAVE and HEADING MACHINERY

Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.

ROCHESTER BARREL MACHINE WORKS, Manufacturers of "Greenwood" Stave and Heading Machinery, Rochester, N. Y.

FOR SALE—Two 20" Whitney Stave Sawing machines, same as new, saws just resteeled. Price $500 each. Address F. W. L. ROACH, Boonsboro, Md.

POSITION WANTED

WANTED—Position as foreman or superintendent in stave and heading plant, or in cooperage plant. Address "Foreman," care of "The National Coopers' Journal," Philadelphia, Pa.

WANTED—Position as jointer foreman. Understand manufacture of staves and heading. Know how to average staves and capable of doing own knife grinding. Have had years of experience and can produce satisfactory results. Address "Competent," care of "The National Coopers' Journal," Philadelphia, Pa.

STOCK WANTED

WANTED—A quantity of oak half-round hand shaved hoops. Also 28½" herring barrel staves of gum or fir timber. Address HARVEY LYONS & SON, Princeton, Maine.

BUSINESS OPPORTUNITY

WANTED—Partner to furnish capital. Have equipment to manufacture slack barrel staves in Maryland and Virginia. Good proposition. Address "PARTNER," care of "The National Coopers' Journal," Philadelphia, Pa.

SECOND-HAND BARRELS WANTED

WANTED—15" opening bolted top lard and grease drums, once used cottonseed, once used unpainted cocoanut oil, bright turpentine barrels, and No. 1 oil half barrels. Address McLOUGHLIN BROTHERS, 82nd St. and Eastwick Ave., Phila., Pa.

WANTED—Second-Hand tight barrels of 30-gallon to 50-gallon capacity. Address CAPITAL CITY COOPERAGE, Oklahoma City, Okla.

MACHINERY WANTED

WANTED—A Weimar Washing Machine, either outside or inside and outside. Address PHILIP W. BABCOCK, 24 Stone St., New York City.

WANTED—One or two No. 59½ Holmes windlass machines. Address A. B. HOUTZ, Elizabeth City N. C.

WANTED—One No. 126 Holmes Stave, Tongue and Groove Machine. Also one Holmes No. 97½ Hoop Stapler. Address A. B. HOUTZ, Elizabeth City, N. C.

SECOND-HAND BARRELS FOR SALE

WANTED—A market for carloads of Pine Tar Drums and Foreign Olive Oil Drums. Address HENRY A. THORNDIKE, Box 43, Newport, R. I.

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FOR SALE—Steel Hoops in 100-lb. coils.
100 bundles 2¼" x 10 Ga. Galv.
235 " 2" x 11 " Black
420 " 1¾" x 13 " Black
Price 2c. per lb. net, f. o. b. Philadelphia. Address CALCOS STEEL & IRON CO., 1330 N. 30th St., Philadelphia, Pa.

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FOR SALE—Five to ten thousand sugar barrels, also whiskey barrels in carload lots. Address AMERICAN COOPERAGE CO., 11th and Fayette Sts., Baltimore, Md.

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WE are in the market for single head and double head barrels suitable for tar, from 48-55 gallon capacity. Address to PERTH AMBOY BARREL CO., 1049 State St., Maurer, N. J.

WANTED—Prices on 10,000 powdered milk barrels. Address AYER McKINNEY, 9 N. Water St., Philadelphia, Pa.

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FOR SALE—Pail and tub factory for sale. For description and price write the A. E. RUSCH CO., Wabeno, Wisconsin.

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BARREL raiser wanted. Address "Raiser," care of "The National Coopers' Journal," Philadelphia, Pa.

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Manufacturers of
Tight Cooperage
Milk, Oil and Lard
Tierces and Kegs
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ELM HOOPS
FREIGHT RATES TO

St. Louis, 13c	New Orleans, 24c
Louisville, 20.5c	Buffalo, 31.5c
Chicago, 16c	Pittsburgh, 31.5c
Milwaukee, 23.5c	Norfolk, 40.5c
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BOX 238 MOUND CITY, ILL.

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Have you anything to sell, or want to buy or exchange anything?
TRY OUR SPECIAL "AD" DEPARTMENT
It is our business to get buyers and sellers together and we can do it. It is your business to turn unused or idle machinery and tools, etc., into money and you can do it. Cost is small. Returns are large.
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THE OZARK COMPANY
MEMPHIS
QUALITY SLACK COOPERAGE STOCK
THAT'S ALL!

WANT TO PURCHASE
White Oak Flat Bucked Staves
No. 2, all sizes.
White and Red Oak Flat Sawn
Staves, 46"x 1¾" and 36"x 1¾".
QUOTE PRICES AND DELIVERY
RAMONEDA BROTHERS
2533 Tchoupitoulas St. New Orleans, La.

We Are Large Buyers
of
DOUGLAS FIR STAVES AND HEADING
Staves 34" x ¾" in bundles of 81".
Heading 20 1/16" x 1/16", beveled, doweled, rushed and circled.
Strictly Acetic-acid grade for use in barrels with one oak bung stave.
Quote Prices c i f Rotterdam.
N. V. MACHINALE KUIPERY, A. De Neeff, Vlaardingen, Holland
Mills and Stave Yards, Maasslius
Cooperage Works, Vlaardingen

Quality Plus
Is the Guarantee that goes
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SLACK COOPERAGE STOCK
Staves 18" to 48"—Hoops all lengths
Heading all sizes
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KILN DRIED **PINE HEADING**
Our stock conforms to the highest "Quality" standard
CUT CLEAN DRIED THOROUGHLY
SHIPPED PROMPTLY
RAVENEL, SOUTH CAROLINA

Write, 'phone or wire us
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In Best Quality Slack Barrel
Staves, Hoops and Heading
Orders for Straight or Mixed Cars
can be handled efficiently and quickly, as
we can assemble at advantageous points
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Second and Angelica Sts. : ST. LOUIS, MO.

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35 Years' Experience in stave business
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Offer us that stock on your yard
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Requirements is considered a privilege by
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COILED ELM HOOPS
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Why send your saws a thousand miles to be resteeled when we can do it in the South at a large saving?
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We carry new Cooperage from 5 to 50-gallon on hand at all times for local or carload shipments. Ready to fill barrels for all requirements
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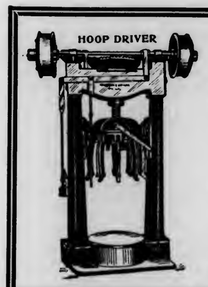
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from 9" to 23" in diameter of the best quality
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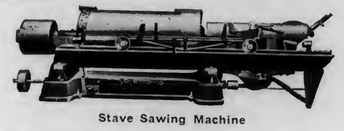
The name GERLACH means QUALITY in Cooperage Machinery and the reputation built up so deliberately during all these years is jealously guarded.

It means more—It reflects the confidence of the trade in GERLACH machinery and saws and also guarantees that the high reputation will be sustained.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Built in four convenient sizes, to meet every requirement of the stave maker.

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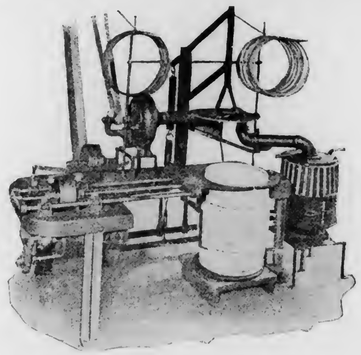

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for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.
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TREVOR Manufacturing Company
LOCKPORT, N. Y.
The Latest Improved Machinery *for*
Barrels Kegs
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Complete plants from the log to the barrel

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Sixty-Inch Steel Wheel Heading Jointer

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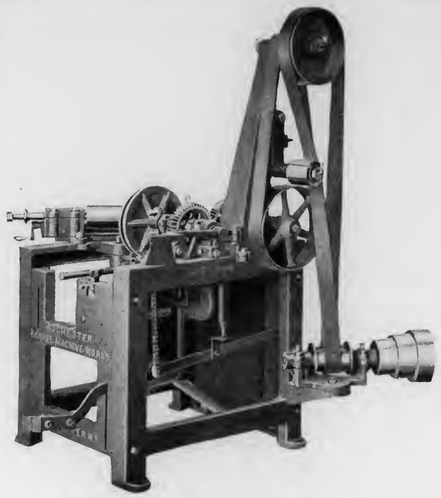

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No. 5 HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.

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A new design machine of extremely strong and rigid construction especially adapted for cutting hardwood staves. Write for particulars

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Telescoped Barrels by "SANDUSKY" are exceptionally well made, thoroughly heated in our plant, and do not require skilled labor for assembling.

Any quality of stock can be used from No. 3 grade to the finest tongued and grooved No. 1.

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"The Universal Vacuum Dry Kiln we bought from you is still doing good work for us, most of our drying being Hickory Spoke Billets."

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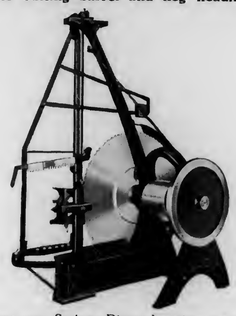
have made it the fastest and most economical machine for cutting barrel and keg heading



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Longer carriage shortens stroke and its position reduces strain on saws.

All sizes of saws in stock.

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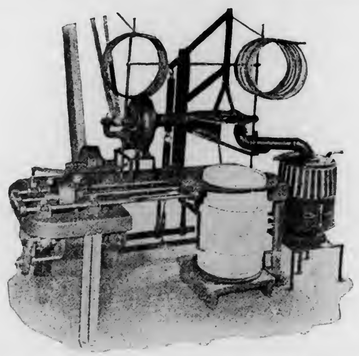

The highest point in machine efficiency is the

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for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

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from 9" to 23" in diameter of the best quality

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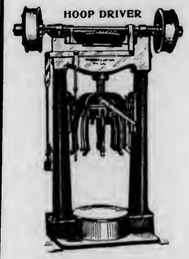

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BARREL WASHING MACHINE

WANT TO PURCHASE

White Oak Flat Bucked Staves
No. 2, all sizes.

White and Red Oak Flat Sawn
Staves, 46″x 1¾″ and 36″x 1¾″.

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Staves 34″ x ¾″ in bundles of 81″.
Heading 20 13/16″ x 15/16″, beveled, doweled, rushed and circled.
Strictly Acetic-acid grade for use in barrels with one oak bung stave.
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Staves 18″ to 48″—Hoops all lengths
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Our stock conforms to the highest "Quality" standard

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SHIPPED PROMPTLY

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Write, 'phone or wire us
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In Best Quality Slack Barrel

Staves, Hoops and Heading

Orders for Straight or Mixed Cars
can be handled efficiently and quickly, as
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Second and Angelica Sts. : ST. LOUIS, MO.

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35 Years' Experience in stave business

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Pipes, Clarets, Sawed and Bucked,
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HIGHEST QUALITY
TIGHT BARREL STAVES

Tight Sap White Oak Oils,
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Wines, etc., K. D. J. & B.
—Also Cut-Offs—

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Ready for shipment
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WIRE HOOPS

WITH the number of products packed in barrels rapidly increasing, manufacturers and shippers everywhere are realizing the full importance of the barrel in modern commerce. They are devoting more time and attention to its proper construction.

Barrels bound with American Wire Hoops measure up to every requirement of present day packing and transportation. American Wire Hoops mean longer life for barrels, and their low price reduces the cost of the completed package.

Bind *your* barrels with American Wire Hoops and assure your customers of added satisfaction.

Secure bilge hoops with Staples or Fasteners as illustrated.

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MINNEAPOLIS—ST. PAUL,
Merchants Nat. Bk. Bldg., St. Paul
ST. LOUIS.....506 Olive St.
KANSAS CITY.....417 Grand Ave.
OKLAHOMA CITY,
First Nat'l Bank Bldg.
BIRMINGHAM....Brown-Marx Bldg.
DALLAS.....Praetorian Bldg.
DENVER.....First Nat. Bank Bldg.
SALT LAKE CITY.....Walker Bank Bldg.
MEMPHIS,
Union and Planters Bank Bldg.
NEW YORK.....30 Church St.
BOSTON.....185 Franklin St.
PITTSBURGH.....Frick Bldg.
PHILADELPHIA.....Widener Bldg.
ATLANTA.....101 Marietta St.
WORCESTER.....94 Grove St.
BALTIMORE.....32 S. Charles St.
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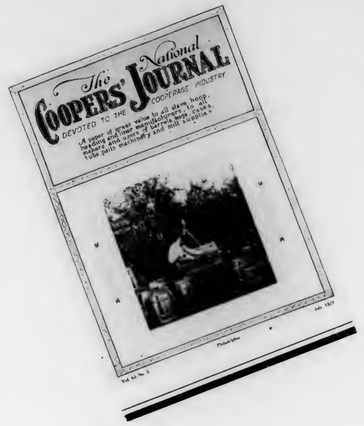

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THE JOURNAL—the only publication that promotes the interests of the Wooden Barrel to the exclusion of all other packages—is the Service Specialist of the Cooperage Industry—and has been for 43 years.

When the cooperage man,—advertiser or subscriber,—opens any issue of THE JOURNAL he is at once reading about his own industry. There is no lost motion, no waste of time in getting his trade news, or immediately being in touch with his selling or buying markets, because "THE JOURNAL" IS ALL COOPERAGE.

When cooperage and cooperage stock manufacturers need machinery, equipment, tools, supplies, etc., it is to THE JOURNAL'S pages they turn for buying information.

When cooperage manufacturers are in the market for cooperage stock it is to THE JOURNAL'S pages they refer for their sources of supply.

When buyers of wooden barrels are ready to place their orders or contracts, for either cooperage stock or cooperage, they turn to THE JOURNAL'S pages as the Buying Guide for their wants.

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The National Coopers' Journal

PHILADELPHIA

The National Coopers' Journal

FORTY-THIRD YEAR | Philadelphia, August, 1927 | $2.00 PER YEAR VOL. XLIII, No. 4

Mid-Season Conditions Prevail in New Orleans

Shipments of Produce Are About Over—Floods Have Reduced Barrel Demand—Cooperage Stock Manufacturers Overcoming Many Handicaps

Northern grown vegetables are now on the market, shipments from New Orleans have nearly ceased, and the usual mid-summer dullness has settled upon the cooperage industry here, a little duller than usual. The branch shops in the country are closed down, but the shops in town are all open, and are all making expenses on a great variety of small odd jobs. It is not strange that business is dull, but, under the circumstances, it is remarkable that there is any business at all being transacted.

Stock Prices Have Advanced in Local Market

Apparently as a result of the flood, which put many mills out of business, temporarily at least, stock prices have advanced somewhat. This probably cannot be helped, but it is unfortunate for the coopers, for they can not raise the price of barrels when stock prices advance, because if they did they would lose their trade to some makeshift substitute package.

Cooperage Stock Manufacturers Fighting Gamely to Overcome Flood Handicaps

What little cooperage stock is now being bought here is purchased through dealers, and the buyers do not know just what mills their stock comes from, but they do know that some of their old friends in the timber country have not been able to resume operations. Melville, La., at one time the seat of a good business in both tight and slack barrel staves, having two mills and many producers of rough oak staves, has been almost wiped off the map. When the flood waters receded they left a deposit of sand from six to ten feet deep over the whole town. Visitors thought that the whole town should be abandoned and a new one built on another site, but the citizens refused to give up their homes, and with the aid of the Red Cross, and other agencies, they are now trying to dig down to their streets and to clean the sand and mire out of their residences, a melancholy and almost hopeless task. There are many other cooperage mill towns in the district so lately flooded that are in almost the same condition. It would do no good to enumerate the mills that have suffered in this way. It would seem too much like rubbing it in on them. They are putting up a game fight against heavy odds.

Sugar No Longer the Lone Crop of Louisiana

New Orleans was largely built by the sugar industry, and for many years its prosperity was mainly dependent on the sugar crop. Many trades here drew their revenues almost wholly from sugar, and among these was the cooperage trade. During good sugar seasons the town and the cooper shops flourished, while a scanty sugar crop meant business depression to the whole town and something like famine to the coopers. The town expanded, and grew too large to be dependent on one product, and at the same time the cooperage trade expanded and found other business besides the making of sugar barrels. Still sugar was of great importance to the city and its shops, and the great decline in the production of sugar was a misfortune to all.

Floods Destroyed Thousands of Acres of Sugar Cane

The causes which brought the Louisiana sugar industry to the brink of ruin were a parasite called the cane borer, and a disease called the "mosaic", which destroyed the growing crop. When the industry seemed doomed varieties of cane not subject to "mosaic" or other diseases were found and introduced into the State. These new varieties of cane flourished, proved to be wholly proof against disease, and relief for the planter seemed in sight, though it was supposed that it would take many years to change from the old, diseased varieties of stock to the new cane. Then the floods came, utterly destroying thousands of acres of the old stock of cane, but sparing the new, disease proof varieties which, fortunately, had been planted on higher ground. Now if the great cane fields are replanted in cane it must be with the new, disease proof stock, for in the flooded areas there is not enough of the old varieties left for seed.

U. S. Department of Agriculture Comes to Aid of Cane Growers

More relief still is at hand. Secretary of Agriculture Jardine authorized the appropriation of $50,000 to be used in dusting cane fields in this State to destroy the cane borer. With the hearty support of the American Sugar Cane League and the University of Louisiana some five thousand acres of cane in the heart of the sugar producing area of Louisiana are being dusted from planes.

If the new varieties of cane can be substituted for the old, and if the efforts to suppress the cane borer are successful, cane growing will again become an important business, though the days of one crop are past, and the cooper will never again think of the sugar barrel as his one means of livelihood.

The Added Cost of Bagged Flour Shipments

Mr. L. H. Wagner, inspector-representative of the Millers' Flour Export Inspection Bureau, of Kansas City, now has temporary headquarters here in the office of the United Gulf Steamship Co., and is engaged in the inspection of flour for export. Other flour exporters are represented here by the Marshall J. Field Insurance Agency. These experts are engaged in a fight against the contamination of food products, especially flour, shipped to foreign countries through this port. Their work is for the good of humanity, and is worthy of all praise, though they will never attain complete success until they impress upon their shippers the necessity of shipping flour in barrels. Use bags for anything and everything else, if you will, but not for export flour. The shipping of flour in bags is a crime, and the sooner the law recognizes it as such the better it will be for the public health.

Tell Them about the Flour Barrel as a Protection to Their Trade

The New Orleans Flour Club is a flourishing new organization, with headquarters in the J. S. Waterman Co. building, Mike Schwartz being president and John F. Eagan vice-president. The club is composed of flour jobbers, brokers and millers, and plans to become affiliated with the National Federation of Flour Clubs. These gentlemen are certainly in position to see the dangers of contamination of flour through the use of improper packages, and it is to be hoped that they will throw their influence on the side of the flour barrel.

Much Activity in Naval Stores Industry

The trade in naval stores seems to be pretty active here, and it is pleasing to note that rosin is still being shipped in

barrels, though a small number of bright, galvanized sheet steel barrels filled with turpentine were recently seen on the wharf, so the sheet steel barrel is invading one of the cooper's strongholds.

New Lumber By-Product

It is a usual thing at a mill village in the South to see the landscape disfigured by a great outdoor furnace of sheet iron, into which an automatic carrier feeds a constant stream of knots, slabs and other mill refuse. The loss through the burning of this waste material has been enormous, but now the problem of turning sawmill waste into a useful by-product seems to have been solved. At the plant of the Wausau Southern Lumber Co., at Laurel, Miss., Mr. Wm. H. Mason has worked out a process by which sawmill waste is subjected to a high steam pressure. When this pressure is suddenly removed the exploding steam blows apart the fibres of the wood. These liberated fibres, being of all kinds of timber, are not suitable for paper making, but under a tremendous pressure from hydraulic rollers, are made into a very tough and useful kind of board, said to be suitable for any purpose for which sound, durable timber is required.

The trouble with every branch of the timber business has always been that there was too much waste. Every plan that promises to turn this waste into a source of revenue should be investigated, and if practical, adopted.

New Railroad Lines Will Open Up Additional Timber Areas

Announcement by the Illinois Central that it will build a line from Mendenhall, Miss., on the Gulf & Ship Island, to Kosciusko on the Aberdeen and Durant branch, and another line from the Mendenhall-Kosciusko line to a junction with the main line of the Illinois Central at Canton, Miss., carries with it the news of the opening up of a large virgin timber tract.

The new line will tap a vast acreage of hardwoods and pine that is the last stand of timber of consequence in the State, according to manufacturers.

Announcement by the Frisco that it will have its new Pensacola line operating from Aberdeen, Miss., to Aliceville, Ala., by October 1st also carries the information of the opening to trade of large bodies of hardwoods. By August 1st this line is expected to be opened as far south as Columbus, Miss. Progress is expected to be rapid in the Tombigbee valley during the months of August and September. At Aliceville the Frisco will form a junction with the A. T. & N., over which a trackage arrangement into Mobile has been made.

Leake County, Mississippi, will be bisected by the proposed new Illinois Central line. Much of the land is low and is very heavily timbered with fine hardwoods.

The plant of the Interstate Cooperage Co., at Mer Rouge, La., was recently damaged by fire.

Forest Service Will Survey Reforestation Needs of Mississippi Watershed

An extensive survey under which will be brought together all available information upon the location and area of forests needed on the Mississippi watershed as a part of flood prevention and control has been started by the Forest Service of the United States Department of Agriculture and will be completed by early fall.

"The survey," says Col. William B. Greeley, Chief Forester, "will define the main tributaries of the Mississippi to be treated as units, and for each of these tributaries data will be brought together on the acreage, the amount and character of the precipitation, the more essential or more common soil classes, features of physiography, including ruggedness of topography, natural reservoirs, etc., the general character of the vegetative cover, and a rating of the value of the protective cover as a means of flood prevention and control."

The object of the survey is to bring out on this enormous drainage basin, the area or watersheds where, on account of rainfall, character of soil, topography, etc., forest cover has an important protective value.

Considering especially character of soil, steepness of slope, and character of precipitation, a rating will be given the protective value of forest cover as an element of the particular watershed. The plan is to eliminate watersheds where on account of these factors the maximum protective influence that a forest might exert would have a comparatively minor effect upon stream and flood conditions, and to locate the areas where, because of soil, topography, and precipitation, the effect of forest cover would be important.

A somewhat similar rating of the protective efficiency of the existing forest cover on the Mississippi system's watersheds is proposed. The plan contemplates putting all this data as far as possible on a set of maps for ready consultation in the formulation of comprehensive plans for flood prevention and control in the Mississippi Valley. The data obtained by the Department of Agriculture through the Forest Service will be correlated with that of the War Department and other agencies for the construction of reservoirs and other engineering methods of flood control.

E. A. Sherman, Associate Forester, has been named to direct the survey.

Cooperage Company Suffers Fire Loss

The plant of Stephen Jerry & Co., Inc., Brooklyn, N. Y., manufacturers of barrels and barrel shooks was recently damaged by fire to the extent of about $20,000. The plant will be rebuilt and re-equipped.

Operating New Stave Mill

E. S. Wittel and S. S. Wittel have begun operations at their new stave plant at Cuthbert, Ga.

Slack Barrel Demand Improving

MOUND CITY, MO.
July 5, 1927.

EDITOR, THE JOURNAL:

The slack barrel demand is improving very much. The poultry packing season is almost at hand and with a good outlook for an average apple crop, orders for slack barrels are being placed every day for immediate and future delivery.

I have made arrangements for my supply of slack barrel stock.

Very truly yours,
THE LEE FIELD COOPERAGE,
LEE FIELD.

Present Trade Fair—Look for Improvement Within Thirty Days

MIDDLETON, NOVA SCOTIA,
July 26, 1927.

EDITOR, THE JOURNAL:

Trade conditions with us are fair at this time, but we are hoping for an improvement within the next 30 days.

We are in the market for 5½ ft. and 6 ft. coiled elm hoops, and could also handle some apple barrel staves and heading if prices are right.

Very truly yours,
S. L. GATES & SON.

Output Contracted Up to January 1, 1928

MOUNTAIN VIEW, ARK.,
July 25, 1927.

EDITOR, THE JOURNAL:

At the present time business with us is very good. In fact our entire output of white oak staves is contracted for up to the first of the year.

Very truly yours,
H. S. Mabry Stave & Timber Co.

A. Campbell Sanders

With a sorrow that is great THE JOURNAL announces the passing of A. Campbell Sanders, vice-president of the Colleton Mercantile and Manufacturing Co., Ravanel and Ritter, S. C., which occurred at the Johns Hopkins Hospital, Baltimore, Md., July 8th, after an operation for mastoiditis.

Mr. Sanders, while only young in years, just thirty-two, had already won his spurs in the cooperage trade, and was recognized as an alert, aggressive member of his industry and one who bid fair to go far in his selected line of endeavor.

With a personality that was magnetic and a smile that was winning, he had endeared himself to all with whom he came in contact, and his many friends in the cooperage industry will mourn his passing.

Mr. Sanders is survived by his widow and two children, his father and a brother and sister, to all of whom the deepest sympathy of THE JOURNAL is offered in their bereavement.

Better Business Outlook Continues in Louisville

Conditions in Pickle Industry Promising—Cottonseed Oil Prospects More Favorable—Normal Demand for Slack Barrels

A rather optimistic feeling prevails at the present time in the Louisville cooperage trade with prospects for future demand reported as good. It looks as though there will be a large pickle or cucumber crop, as a fairly wet early season has resulted in plenty of moisture in the ground. Paint, oil, varnish, lacquer and other lines are showing normal production.

Cooperage Stock in Good Demand

The demand for cooperage stock has been healthy, with not a great deal offered. It is believed that staves and heading may be a trifle scarce, as there have been many mills down, and it is claimed that at least some of them will not resume, as experiences over the past two years have not been very satisfactory.

Mills Recovering Slowly From Floods

In some sections of the delta territory of the South resumption of stave and heading production has been slow, account of a considerable amount of water still being in the low lands from the spring floods. In Eastern Kentucky roads are again in good shape and stock has been moving out more freely to the railroad loading stations.

Normal Volume of Orders for Slack Barrels

Slack barrels are reported in about normal demand, the first crop of potatoes not running so large, but of excellent quality, which means greater shipments. The U. S. Crop Report estimates the yield at 4,258,000 bushels of white spuds this year, as against 4,512,000 last year. Seed stock for the second crop is a little scarce, and commanding a price of $12 a barrel, as only about 30,000 barrels were held in cold storage in the Falls Cities. Planting on second crop production is now well under way. The flour barrel demand has been only fair.

Tobacco Crop Will Be Lighter This Year

Tobacco hogsheads, of which many thousands are used in Kentucky each year in packing the money crop of the State, will not be in such large demand this season. Bad weather retarded planting, and State and Federal estimate of acreage shows a 25 per cent. reduction, acreage being 319,500 as against 426,000 acres last season, which was not a large one.

Cottonseed Oil Outlook More Favorable

Feeling in the tight cooperage trade is that the cotton crop in the south will not prove a failure after all. Crop reports now indicate a crop of around 14,500,000 bales, which should be good for a considerable amount of seed, and activity for the crushers, or cottonseed oil producers.

Flood Loss Not as Heavy as First Estimated

J. N. White, Louisville Cooperage Co., reported that while the company took some loss in the May 31st flood, in the Hazard section of Eastern Kentucky, it was small as compared with the early report of $25,000. Very few staves were lost, but some stock in lower tiers was silted. Roads have improved and the company is now moving stock to railroad. Operations at its Louisiana mills have been slow in getting started as a result of considerable water in the bottoms, and poor logging conditions. Mr. White reported that package demand at Louisville was very fair, and that the general outlook was promising for a better fall than that of last year.

Convention of Poultry, Butter and Egg Association in Louisville

The convention of the National Poultry, Butter and Egg Association, Brown Hotel, Louisville, October 10th to 12th, is another convention which will bring out the manufacturers of slack barrels, butter tubs, and various other packages used by such operators.

Among Louisville Coopers and Barrel Consumers

The Paducah, Ky., Cooperage Co., is reported to be very busy, operating six days a week at the present time. The company over the past few months has materially enlarged and improved its plant, which today is a large producer of tight packages.

Will Wymond, of the Chess & Wymond Co., reported that the company was gradually getting back into production in its lumber camps in the Louisiana territory.

The Graham Stave and Heading Co., Jackson, Miss., associated with the Chess & Wymond Co. interests, has resumed operations at most of its stave and heading mills in the Louisiana district, and is gradually getting production back to something like normal.

The Charles R. Long, Jr., Co., manufacturers of paints, varnishes and lacquers, has just recently started its new varnish plant. The lacquer division was completed just a few months ago, while the new paint plant of the company is only about a year old. This company has greatly increased production.

Officials of the Chess & Wymond Co., Louisville, recently incorporated a subsidiary company, as the Chesswyco Paint Co., which will manufacture barn, roof and similar paints. Years ago the old company, then the Chess & Carley Co., was in the paint, oil and varnish business, cooperage being a side line. Later the oil business was sold and became the Standard Oil Company of Kentucky. A few months ago the company quit producing tight packages. It looks as though history is repeating itself in the matter of the company getting back into the paint trade, which was its original line. Louisville is a big producing center today in paints, varnishes, lacquers and petroleum products, having four refining plants, and about twenty paint and varnish plants if not more.

Naval Stores Production Breaks Record

Naval stores receipts at the port of Savannah, Ga., since April 1st exceed the volume for any similar period of the last nineteen years.

Receipts for the season amounted to 66,730 casks of spirits and 208,433 barrels of rosin. Last year the receipts were 37,146 casks of spirits and 112,249 barrels of rosin.

From the producer's standpoint this marked increase in receipts is largely due to the fact that this year there has been a larger number of cups hung.

This increased activity has been brought about by the high price levels that the market reached last winter. They caused many farmers to forsake the tilling of the soil in favor of distilling spirits. The easier labor condition this year was also an added inducement toward an increase in naval stores production. Weather conditions for the most part have been excellent for a bumper crop, although at one time the country become too dry. This condition appeared to have been only temporary and relief soon came.

Recently a drought which prevailed for several weeks hampered the trade in that it caused the sap to harden on the trees and prevented it from flowing freely.

Exporters report an activity on the naval stores docks that is seldom seen. Most of the large receipts have found a ready market.

Large Shipment of Barreled Naval Stores to South America

The Steamship "St. Anthony" cleared from Jacksonville, Fla., on July 2nd with what is considered one of the largest consignments of rosins ever to leave Jacksonville for South American Ports. The shipments consisted of 16,445 barrels of rosin and was consigned to the following ports: Buenos Aires 5,125 barrels; Montevideo, 400 barrels; Rio de Janiero, 4,480 barrels; Santos, 4,675 barrels, and Pernambuco, 1,765 barrels. This and other large foreign orders gave this port shipments of rosins aggregating about 24,000 barrels for the week just ended.

Cooperage Company Takes Out Charter

The Bako Mfg. Co., Haverhill, Mass., has been incorporated with a capital of $25,000 to manufacture barrels, kegs, etc. Henry Baker is president and Morris Brody is treasurer.

THE NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

ESTABLISHED 1886

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BUSINESS MANAGER

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will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

CORRESPONDENCE

The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

IMPORTANT ARTICLES IN THIS ISSUE

Editorials.
Wants in Cooperage Lines.
Forest Service to Study Reforestation of Mississippi Watershed.
Manufacture of and Uses for Cooperage in Great Britain.
Additional Data on Moisture Content Tests.
July Reports Show 10 Per Cent. Decrease in 1927 Apple Crop Estimates.
Trade Conditions Here and Abroad.
Increasing Quality and Reducing Breakage in Kiln Drying Cooperage Stock.
Salvaging Logs and Lumber in Flooded Areas.
Mid-Season Conditions Prevail in New Orleans.
Good Outlook Continues in Louisville Trade.

Properly Kiln-Dried Stock Vitally Necessary in Manufacturing "Quality" Cooperage

IT is a matter of extreme gratification and deepest satisfaction to note the progressive way in which the cooperage industry, as a whole, is meeting and solving the problems of manufacturing and marketing.

Especially, however is THE JOURNAL enthused over the wide-spread interest displayed in the subject of proper kiln-drying of cooperage stock. When the fact is taken into consideration that a vast bulk of the cooperage business depends upon "Quality" and that "Quality" is predicated mainly upon properly dried stock, the tremendous importance of kiln-drying cannot help but be fully apparent to all.

One of the problems which has continuously confronted cooperage manufacturers has been that of leaky barrels, and while "leakers" many times have been and are due to rough handling in transportation, or in use, or even to defects in the manufacture of the barrel, very many times the condition has been the result of insufficient or improper kiln-drying of the stock.

When the fundamentals of anything are right the results—or product—must and will be right. Proper kiln-drying is a fundamental of the cooperage stock manufacturing industry, and when Mr. Walker Wellford proclaims, as he recently did, that "kiln-drying is the most important process in the manufacture of staves and heading today" he is only saying what has always been true, but with his usual sagacity Mr. Wellford places his latest emphasis upon "today," since today attention, to the proper kiln drying of stock, by the entire cooperage industry, is of more vital importance to the life of the wooden barrel than ever before.

It is good, therefore, to note that the entire cooperage trade is alive to the absolute necessity of thoroughly dried cooperage stock, and THE JOURNAL predicts that this awakened interest will, unquestionably, result in marked advancement in kiln-drying methods throughout our industry in the very near future. All of which advancement will accrue to the best interests of the wooden barrel, and in turn to the trade welfare and business prosperity of the cooperage industry, individually and collectively.

Continued Improvement in Crop Conditions Promises Satisfactory Harvests

IN spite of the many set-backs which adverse and perverse weather conditions have inflicted upon the growers of fruits and farm products of all kinds, the probability persists, and is well warranted, that we can look forward to and prepare for a satisfactory yield in all agricultural lines.

Report has it that, considering the country generally, there has been much progress in agricultural lines in the past month. Some localities, such as the more southerly and easterly sections of the country, have not, unfortunately, advanced as much as have some other parts, the reason being the need for additional moisture in order that the growing crops might develop in the best possible manner.

Crop conditions at the present time, however, are much more satisfactory than was anticipated during the earlier months. Late reports show that cotton has not suffered to the extent at first estimated, and all indications point to a fair production for 1927. The small grains, such as oats, barley, rye, etc., are reported as doing well, while wheat continues to look good. The potato growers along the Eastern Shore and elsewhere have had, and are having, a splendid season, and while all fruit crops will be lighter than last year, the quality is excellent, and as growers will be able to obtain higher prices for their output, a greater percentage of the fruit will, undoubtedly, be placed in the market than in 1926.

Live stock continues in good healthy condition, but is more or less scarce in numbers, according to reports from various localities.

The general effect of price movements in agriculturals during the last few months has been to improve the exchange position of important cash crops, but to cause some recession among live stock products.

Summing up the agricultural situation as a whole, there is sufficient promise in the growing crops on which to base the confident belief that when the final harvests are in, the production and values will be found to have reached a very satisfactory volume.

Health Is Wealth—In Business—As in Everything Else—Illness of Employes Takes Heavy Toll

AMERICAN business has come to realize that the good health of its employes is one of its most valuable assets.

The cost of illness to industry has never really been determined nationally, but the Insurance Department of the United States Chamber of Commerce has endeavored to secure some figures as to the loss which sickness is costing business.

According to a bulletin just issued, one prominent manufacturer with an annual payroll of approximately $5,000,000 estimates the total annual cost of illness to his business, including charges for idle machinery and loss in production, to be $287,500.

The loss to the individuals and the community, due to the illness of his employes, this manufacturer estimates to be something like $303,000 annually. This takes into consideration direct loss of wages, indirect loss of earning capacity after illness, medical and nursing expenses, public expenses, and charitable relief.

Here we have a loss of over a half a million dollars annually in one line of endeavor, due to illness. Is it little wonder that the American businessman who makes a practice of reducing operating problems to a bookkeeping formula is finally awakening to the fact that health is wealth—in business—as in everything else and is setting himself to the task of keeping his employes well.

National Association of Manufacturers Will Hold Annual Meeting at Chattanooga, Tenn.

INDUSTRY in the Southern States, we believe, will be given an additional impetus by reason of the convention of the National Association of Manufacturers which will be held in Chattanooga, Tennessee, during the month of October.

The Southern States are utilizing all their natural resources, not only the raw products in field and forest, but they are drawing on nature's own motive powers for transforming these resources into finished products. They are using their mines of iron, copper, phosphate, aluminum, coal, quarries of stone and marble, oil wells, forests for furniture, cotton and tobacco and the yields of the waters. The manufacturing South has become a going, vital part of the manufacturing United States.

In the thirty years from 1870 to 1900 the South, mostly through its natural increase in cotton and tobacco, but also with the addition of new industries utilizing natural resources, developed its capital invested in manufacturing to $1,196,302,086 with an output valued at $1,564,183,490. In the same year the total capital invested in manufacturing in the United States was $8,975,256,496 with products valued at $11,406,926,701. The South had grown to 13 per cent. of the invested manufacturing capital of the country with a like percentage of products. In 1922 the South had $6,883,171,000 capital invested in manufacturing and $9,805,041,000 in products, while the whole country the same year had $44,688,094,000 capital invested in manufacturing and $62,418,079,000 in products. By these figures it can be seen that the South has grown to 15 per cent. of the nation's invested manufacturing capital and produced 15 per cent. of the nation's products.

Today, of the 290,000 manufacturing plants in the entire country, approximately 70,000 or 24 per cent. are located in the South, and the production is a little more than 15 per cent. of the nation's total.

Because of the tremendous expansion of the South, and its place in the industrial structure of the country, we do not believe the National Association could have chosen a more fitting place for its Annual Convention.

WANTS IN COOPERAGE LINES

A. B. Houtz, Elizabeth City, N. C., wants a Holmes No. 97½ or St. Joe hoop stapler. Also an Oram stave wheel jointer.

S. L. Gates & Son, Middleton, Nova Scotia, are in the market for 5½ ft. and 6 ft. coiled elm hoops. Also desire prices on apple barrel staves and heading.

Grassland Orchard Company, Linden, Va., is in the market for good apple barrels with hardwood heads. They will use from 2,000 to 3,000 barrels this season.

Henry A. Thorndike, P. O. Box 43, Newport, R. I., wants to create a market for carloads of pine tar drums, and foreign olive oil drums.

Harvey Lyons and Son, Princeton, Me., are in the market for a quantity of 28½ in. herring barrel staves. Also, several cars of 7 ft. hand shaved hickory, ash or oak hoops.

"Machinery," Care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa., wants a good second-hand number six Rochester slack heading planer. State price and location first letter.

Ramoneda Bros., 2533 Tchoupitoulas St., New Orleans, La., are in the market for White Oak Flat Bucked Staves No. 2, all sizes and White and Red Oak Flat Sawn Staves 46"x1¾" and 36"x1¾".

N. V. Machinale Kuipery, Vlaardingen, Holland, wants prices on Douglas fir staves and heading, staves to be 34x¾ in. in bundles of 81 in., heading to be 20⅛ in. x ⅛ in., bevelled, rushed and circled. This stock is for strictly acetic acid grade barrels with one oak bung staves. Quotations should be made cif Rotterdam, Holland.

Sources of the Buffalo Cooperage Demand

A handy little circular of information on "Buffalo, Key City of Industry" has been published by the Chamber of Commerce. Among the facts presented as to the city's industrial importance are the following:

"Buffalo is the eighth largest manufacturing city and the second largest inland port of the United States, and one of the ten largest ports of the world."

"It is also a very large linseed oil producing center, one of the three largest in the country."

"Buffalo is the largest aniline color producing center of the country, with the largest aniline color plant of its kind in the United States."

"More than half of all the flour and grist-mill products in the State are made here, and the city does one-fifth of all slaughtering and meat-packing of the State."

Out of these and similar industrial lines have grown opportunities for the cooperage trade, that have made Buffalo an important center for the manufacture of slack barrels and, to a lesser extent, of tight barrels.

Manufacture of and Uses for Cooperage in Great Britain

Practically All Cooperage Stock is Imported by British Trade—Survey of Wooden Barrel Industry Should Prove of Value to American Producers and Exporters of Staves, Hoops and Heading

By A. E. BOADLE*
American Trade Commissioner

Great Britain has little native timber available for manufacturing cooperage; consequently, practically all its needs have to be imported.

Imports of staves have been very erratic since the armistice, varying considerably, and during the past six years—particularly so far as oak staves in brewery sizes are concerned—imports have been reduced to a minimum, owing to the necessity of absorbing the great stocks brought in during the boom year of 1920. During that year staves imports into Great Britain were valued at £3,640,806, and a large portion was left on the importers' hands, with disastrous results to many.

British statistics do not segregate the different kinds of cooperage imported, but lump them altogether under one general heading. The figures following, therefore, include all kinds of staves, from the expensive "Memel" oak staves used by the brewing industry to the cheap fir (pine and spruce mixed) stave used principally for the manufacture of containers for cement, dry chemicals, etc.

IMPORTS OF STAVES OF ALL KINDS INTO GREAT BRITAIN

Year	Loads of 50 cubic feet	Value
1913	182,128	£1,000,048
1919	84,602	1,363,189
1920	155,671	3,640,806
1921	51,121	1,411,079
1922	75,021	736,737
1923	84,299	564,038
1924	128,735	1,117,374
1925	115,964	917,609

Note.—From Apr. 1, 1923, the figures include the trade of Great Britain and Northern Ireland with the Irish Free State. From the same date the direct foreign trade of the Irish Free State has been excluded.

Sources of Supply

Great Britain goes to many countries for its cooperage requirements, and during 1924, the last year for which statistics are available, the principal sources of supply were as follows:

SOURCES OF BRITISH IMPORTS OF COOPERAGE

Country of origin	1913 Value	1913 Loads of 50 cubic feet	1924 Value	1924 Loads of 50 cubic feet
Poland (including Danzig)	(†)	(†)	£272,622	13,471
Sweden	£115,680	38,826	213,805	40,963
United States	266,670	30,733	179,409	14,786
Finland	(†)	(†)	126,798	31,323
Russia	485,403	92,479	120,884	9,480
Latvia	(†)	(†)	89,316	8,006
Lithuania	(†)	(†)	£44,867	1,998
Norway	£50,873	15,160	38,349	6,630
Germany	64,899	3,165	.....	....
All other	16,523	1,765	31,324	2,078
Total	1,000,048	182,128	1,117,374	128,735

† Included in Russia.

Note—From Apr. 1, 1923, British statistics include the trade of Great Britain and northern Ireland with the Irish Free State. From the same date the direct foreign trade of the Irish Free State has been excluded.

* Reprinted from *Commerce Trade Bulletin*, No. 486.

During 1913 Poland, Finland, Latvia, and Lithuania are not shown as furnishing any of Great Britain's stave imports, because it was not until the treaty of Versailles in 1919 that they were separated from the Russian Empire.

The cooperage imports of Great Britain in the years 1921 to 1925 averaged about £950,000 annually, of which the United States supplied about one-sixth by value, whereas, when quantity is considered, the the statistics show our share to be only one-twelfth.

Practically all of the British cooperage needs have to be met from outside sources. There are preferences for certain kinds of cooperage stock from European countries, but a large part of the trade is on a competitive basis, and this survey will give our cooperage exporters an insight into the competitive conditions. The United States has a complete assortment of cooperage woods suitable for the manufacture of barrels or kegs for any purpose, and it is hoped that this bulletin will materially assist our cooperage industry in expanding sales to the British market.

The Lumber Division of the Bureau of Foreign and Domestic Commerce issues frequent reports on different foreign markets to American firms. Requests for specific information will be given prompt attention.

Julius Klein, Director,
Bureau of Foreign and Domestic Commerce

Germany is reported as supplying Great Britain with staves to the value of £64,899 in 1913. These staves, however, were not manufactured in Germany but in Russia and exported through the ports of Memel and Danzig, then in the German Empire. The same staves are still being shipped, but Memel is now part of the Republic of Lithuania, while Danzig is a free port and the principal outlet for staves originating in Poland.

Oak Staves from the Volhynia Forests

The countries of Poland (including Danzig), Russia, Latvia, and Lithuania, although separate geographically, may be regarded as one in considering the British sources of stave supply, for, with the exception of small quantities of pine and spruce staves shipped from Poland and Latvia for the manufacture of containers used by the cement, dry chemical, and pottery industries, all the staves imported from them into Great Britain are made of oak timber grown in the forest of Volhynia.

The Volhynia forest lies partly in Poland and partly in the Ukraine district of Russia, but the latter country, in addition to exporting through its own ports of Leningrad and Odessa, finds it convenient to use also Riga and Liban in Latvia and Memel in Lithuania, and for that reason these countries are erroneously credited with stave exports which properly belong to Russia. Poland has used the Free Port of Danzig for its stave exports.

The Polish and Russian oak staves are entirely handmade by workers whose skill is inherited, so that a practically perfect stave is produced. These staves are known as the "Memel" type, and not only is the manufacture perfect, but the alleged freedom from tannin of the oak from which they are manufactured has given this type of stave a virtual monopoly of the British brewing industry.

This is the most valuable stave imported into Great Britain, the full-size pipe, 3 by 6, 66 to 73 inches, being worth in November, 1926, approximately $2,500 per mille of 1,200 pieces.

Slack Staves from Scandinavia

The Scandinavian countries and Finland are the principal sources of Great Britain's supply of staves for the manufacture of containers used by the cement, pickled herring, dry chemical, and pottery industries. Of these countries, Sweden is the most important, for the reason that in addition to the large quantities of spruce and pine staves (commercially known as "fir" and shipped mixed) used for containers of cement, dry chemicals, and pottery ware, Swedish spruce staves are used almost exclusively for the manufacture of pickled-herring barrels.

Finland ranks next in importance and with the development of its timber industry is supplying a large proportion of Great Britain's requirements for staves used to make containers for the above-mentioned industries.

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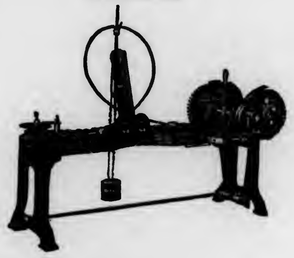

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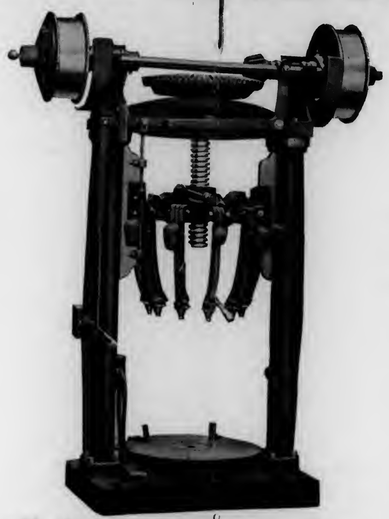

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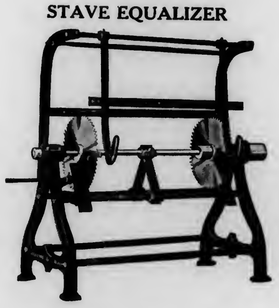

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Norway is of much less importance than either Sweden or Finland as a provider of staves for the British market, and the quantity imported from that country during 1924 was less than one-half of the 1913 total. Although some small quantity of spruce staves are imported for the manufacture of pickled-herring barrels, most are the mixed spruce and pine used to make cement, etc., containers.

Imports of American Staves and Heading

Next to Argentina the United Kingdom was the most most important foreign market for American staves in 1925, exports to that country during that year being valued at $1,151,000. Tight staves numbering 7,798,698, slack numbering 1,647,142, 476,273 sets of heading, 19,053 sets of tight shooks, and 24,668 empty barrels made up this value.

Of the staves imported into Great Britain from America, the most important are oak, used principally for the manufacture of palm oil and whiskey barrels and to a small extent for vinegar barrels, churns, and tubs. Next in importance to the oak are the gum staves—tight for glucose and slack for flour barrels. In addition to these, small quantities of miscellaneous hardwood staves are imported for making pork barrels, etc.

The heading imported into Great Britain from America consists largely of oak for whiskey and gum for flour barrels.

The importation of American tight oak shooks has made little headway in Great Britain. During the postwar boom and since, sample shipments have been made by American exporters anxious to develop this trade, but so far with little success. The conservatism of the British cooperage industry is probably an important factor, but the trade asserts that the barrel made locally from staves is better than one assembled from the imported shook.

Another objection is said to be the fact that most British coopers making oak barrels work on a piecework basis at a rate of so much per barrel and are paid the same, whether it is manufactured from staves or assembled from the shook. As the shook costs more than the stave, it is not profitable to use it under these circumstances.

However true the statements may be, the fact remains that little headway has been made in selling tight shooks in the British market.

A large business is done by the United States with Great Britain in second-hand empty barrels, which are preferred to new ones by some producers of palm oil, because they absorb less oil.

In addition to staves and heading, a small quantity of coiled elm hoops for flour barrels is imported from America.

New Orleans, Mobile, Galveston, Savannah, Baltimore, and Norfolk are the principal shipping points for American staves.

Principal Importing Centers

The principal ports of entry for staves in Great Britain, with the quantities handled through each during 1924, the last year for which figures are available, are as follows:

BRITISH PORTS OF ENTRY FOR STAVES

Port	Loads of 50 cubic feet	Value
England:		
London	38,472	£347,550
Liverpool	15,199	134,230
Rochester	14,849	55,738
Manchester	8,260	81,938
Yarmouth	5,079	28,520
Fowey	2,254	11,602
Scotland:		
Fraserburg	7,561	52,116
Leith	5,020	113,743
Peterhead	3,825	24,133
Aberdeen	2,330	13,623
Glasgow	1,730	26,809
Lerwick	1,525	9,553

The kind of cooperage imported through each particular port is determined by the consuming industries in their proximity. With the exception of London, Liverpool, and Manchester, which handle many kinds of cooperage stock for distribution to nearby towns, other ports, generally speaking, cater to one local industry only.

Methods of Import Trade

The import trade in Great Britain for both American and European staves is usually handled through agents acting as exclusive sales representatives for the foreign shipper. These agents not only effect the sales but also handle the documents and carry the del credere—*i. e.*, guarantee the solvency of the buyer. There are no agents handling staves exclusively, but the import business is done through lumber agents and, except for the European softwood staves, by firms usually having a separate department to take care of it. Not all lumber agents, however, handle hardwood staves, which necessarily require special knowledge, and agency arrangements should not be made except with such firms as are properly qualified.

Stave agents are expected by the trade to confine their sales to recognized importers who, in turn, sell to the consumers. Although there may be some deviation from this procedure, American exporters would be well advised not to depart from the customary channels of trade.

Location of Principal Agents

The principal stave agents in Great Britain have their headquarters in London, Liverpool, and Glasgow, and from those cities they cover the whole of the country, either through branch offices or by traveling salesmen.

While a London or Liverpool agent may cover all of England, it is desirable that a separate one should be appointed for Scotland, unless the agent has an office in that country also.

Terms of Sale

Quotations for American, Russian, and Polish hardwood staves are made per mille of 1,200 pieces, and the customary terms charged by agents are 4 per cent. for sales commission and del credere and 2½ per cent. discount, both computed on the c. i. f. value. On the other hand, European softwood staves are sold on the basis of the Petrograd standard of 1,980 board feet, the usual deduction for commission, del credere, and discount being 5½ per cent. on the f. o. b. value. It is customary for the draft to be drawn by the exporter on the agent at from three to five days' sight for amounts varying from 75 to 95 per cent. of the net invoice value, according to arrangement, the remainder being remitted on arrival and acceptance of the goods.

A complete set of documents must be attached to the draft, including an "on board" bill of lading, invoice, specifications, and policy of insurance acceptable to the buyer. It is usual to insure for 10 per cent. over the invoice value to cover buyers' anticipated profits.

American Quotations

American quotations are, for the most part, in sterling but occasionally in dollars per mille of 1,200 pieces. Although sales to England are usually made on a c. i. f. basis, Scottish importers prefer to buy ex-quay. In the event a sale is made on this basis, the shipper is responsible for the landing charges, and care should be taken to ascertain what these are before making an ex-quay quotation. These charges vary in different ports, being much heavier in some than others, and unless the proper provision is made for them in computing the selling price the returns are liable to be considerably less than anticipated.

Contracts

For sales of European softwood staves the regular standard form of lumber contract is used, as they are to all intents short pieces of lumber. For other kinds, including those imported from America, each agent uses his own contract—usually a blank with the specific conditions pertaining to the particular sale typewritten in.

There are no definite rules governing these conditions, but they are based on English usage with the trade is thoroughly familiar.

For those items handled by members of the Associated Cooperage Industries of America, the rules of that association govern the contract. All contracts, however, have a clause providing for arbitration in the event a dispute can not be settled by amicable methods.

Very Few Complaints as to Quality of Staves

Claims for quality are not frequent, according to agents handling American staves. The stave business is highly specialized and requires considerable technical knowledge, so that it is confined exclusively, both in America and this country, to those conversant with it. Many American manufacturers employ stave makers trained in the oak-stave districts of central Europe, whose product has the reputation of being unsurpassed.

(Continued in September JOURNAL)

Additional Data on Method of Testing Moisture Content

The Ever-increasing Interest in the Efficient Drying of Cooperage Stock Will Greatly Benefit Cooperage Trade

The widespread interest in the proper kiln drying of cooperage stock speaks well for the future quality of the wooden barrel. At no time in the past do we believe that manufacturers of cooperage and cooperage stock have been more active in their efforts to guarantee the thoroughness of their kiln drying of stock. That these efforts of the cooperage trade along this line have attracted the attention of those outside of the trade, is evidenced by the following letter to THE JOURNAL from Edward Dahill, Chief Engineer, Freight Container Bureau, American Railway Association:

NEW YORK,
June 30, 1927.

EDITOR, THE JOURNAL:

I would call your attention to Mr. W. L. Wellford's instructions for determining the moisture content of wood as given during his address before the Twelfth Annual Convention of the Associated Cooperage Industries of America at St. Louis. These instructions were published in the June, 1927, issue of THE NATIONAL COOPERS' JOURNAL in the bottom half of the second column on page 19, and read as follows:

"It is very simple to make those tests of moisture content. It sounds awfully technical, but it is very simple. It is a question of taking a piece of wood and weighing it and then putting it in the oven, or on a cylinder head, and letting it dry out thoroughly and then weighing it again; then taking the percentage *dividing the first into the second*, and you have got the percentage of moisture."

Such calculations will give the per cent. dry wood on a wet wood basis rather than the per cent. moisture of the wood.

The per cent. moisture content of the wood may be determined either upon a wet wood basis or upon a dry wood basis. Inasmuch as the moisture content of various species of wood in the green state varies considerably, the calculations should be based upon a dry wood basis as follows.

1. Weigh the sample piece of wood to the nearest tenth of an ounce and then place in an oven, or in some other manner dry the sample until there is no further loss in weight of the moisture or the water dried out of the wood.

2. Subtract this final or dry weight from the original or wet weight and the difference will be the weight of the moisture or the water dried out of the wood.

3. Divide the difference in weight by the final or dry weight and multiply by 100. The result will be the per cent. moisture content of the wood on a dry weight basis for example:

Original wet weight = 8 oz.
The final dry weight = 5 oz.

Difference 3 oz.

$$\frac{3 \times 100}{5} = 60.0\%$$

This method is recommended by the Forest Products Laboratory and is used by all laboratories or individuals in determining the moisture content of wood.

Respectfully yours,
EDWARD DAHILL,
Chief Engineer, Freight Container Bureau, American Railway Association.

Confirming the additional information on the method of testing moisture content, as contained in Mr. Dahill's letter, Mr. Walker L. Wellford writes THE JOURNAL at follows:

MEMPHIS, TENN.,
July 19, 1927.

EDITOR, THE JOURNAL:

Mr. Dahill is right; I should have said divide the second by the third, or in other words, divide the difference in weight between the green weight and the dry weight by the dry weight. That is what I would have done had I been figuring it. I am glad to see people take so much interest in this kiln drying because it is the thing we need more than anything else.

Very truly yours,
WALKER L. WELLFORD.
President, Chickasaw Wood Products Co.

Cooperage News From Buffalo

The Lockport Board of Commerce has a fruit committee which is working hard to boost Niagara County fruit, particularly apples, and it has a well-organized campaign to bring this about. The three cardinal points this year are: to boost National apple week; to post all main highways entering the county with signs advertising that Niagara contains one of the greatest fruit belts in the country; to induce Lockport merchants and other business men to send out in their mail circulars calling attention to the county's fame as a fruit center, especially of apples and peaches. This energetic effort should redound to the benefit of the cooperage trade of the county.

Fruit Growers Spraying Apples to Combat Aphis Attacks

About half a crop is all that is expected of Western New York apples this year, according to various estimates. Nature has had a hand in this reduction and aphis and scab have been playing havoc in the orchards, and giving a stimulus to the sale of spray and dust preparations. The apple outlook is thus sized up by the State experiment station at Geneva:

"Starting the season with prospects of a fair crop, a severe outbreak of the rosy aphis took many fruit growers by surprise and exacted a heavy toll in orchards where the necessary sprays had not been applied early in the season. To add to the growers' troubles, the aphis outbreak has been followed by apple scab which has made still further inroads on the apple crop. Estimates from various sources place the prospects at the present time at not more than half a normal crop.

"This season's experience, however, has afforded a striking object lesson of the benefits of routine spraying and dusting for such pests as aphids and scab. Already the injury from these pests on the untreated trees in the Station orchard is so marked that even the casual observer is impressed with the high degree of control obtained on the trees which were treated efficiently and at the proper time. The differences between the treated and untreated trees will become more and more pronounced as the season advances."

Quaker City Cooperage Company's Plant Destroyed by Fire

Buffalo's largest slack cooperage plant, that of the Quaker City Cooperage Co., was wiped out by fire on July 11th, with loss estimated at $200,000, on which insurance was carried. The fire broke out at noon, while the employes were at lunch, so that all escaped safely. The cause of the fire is unknown. During its progress an ammonia tank exploded, shaking the walls and adding further difficulties to the work of the firemen. Large crowds gathered about the plant and twenty-five policemen were necessary to handle them.

Included in the loss was the three-story brick factory building, which was located at Republic and Vandalia Streets, a large amount of modern machinery and equipment, much unfinished material and 15,000 flour barrels which were ready for delivery. The fire came at a most unfortunate time, since the plant was having a busy season supplying flour barrels to the large mills here.

The Quaker City Cooperage Co. has been a leader in the cooperage trade here for more than twenty years, and the plant was located soon after the time the Washburn-Crosby Co. built a flour mill here with an initial capacity of 8,000 bbls. That was the year 1903 and it marked a new era in the flour trade of the city. The estimated capacity of the six Buffalo mills in 1902 was but 3,700 bbls, and the greatly increased capacity in years following has made it essential to have a large cooperage plant in the city.

Definite plans have not yet been made for rebuilding the plant, but it is the general impression in the trade that a good-sized new factory will soon be started.

Enjoying Good Flour Barrel Demand

The International Cooperage Co. has been quite busy lately, both at Niagara Falls and at its Buffalo plant. It has been called upon to supply a large number of flour barrels for local mills.

July Reports Show Ten Per Cent. Decrease in Estimates of 1927 Apple Crop

U. S. Department of Agriculture Averages Crop at 46.6 Per Cent.—Canadian Situation More Favorable—Crop Will Approximate 3,482,000 Barrels—Imperial Apple Show in England a Good Wooden Barrel Boosting Opportunity

The United States Department of Agriculture, reports the apple crop conditions as of July 1, 1927, as follows:

	Condition July 1, 1927 %	Estimated Production 1927 Barrels.	Production 1926 Barrels.
Maine	73	510,000	450,000
N. H.	67	180,000	254,000
Vt.	78	133,000	155,000
Mass.	57	558,000	880,000
R. I.	57	47,000	79,000
Conn.	60	186,000	350,000
N. Y.	45	3,963,000	6,500,000
N. J.	62	670,000	944,000
Penn.	47	991,000	1,796,000
Del.	55	360,000	660,000
Md.	42	276,000	600,000
Va.	28	1,355,000	3,700,000
W. Va.	23	627,000	1,700,000
N. C.	31	113,000	345,000
Ga.	31	51,000	152,000
Ohio	50	616,000	1,006,000
Ind.	39	117,000	288,000
Ill.	40	824,000	1,250,000
Mich.	52	1,218,000	1,489,000
Wis.	66	123,000	155,000
Minn.	75	41,000	57,000
Iowa	59	86,000	134,000
Mo.	30	321,000	619,000
Neb.	70	87,000	76,000
Kan.	60	316,000	310,000
Ky.	17	31,000	167,000
Tenn.	29	37,000	125,000
Okla.	40	16,000	31,000
Ark.	26	319,000	500,000
Mont.	80	80,000	85,000
Colo.	58	624,000	969,000
N. M.	36	130,000	191,000
Ariz.	50	7,000	11,000
Utah	65	151,000	160,000
Idaho	80	1,250,000	925,000
Wash.	59	7,242,000	8,550,000
Ore.	56	974,000	1,700,000
Calif.	61	1,549,000	2,048,000
U. S.	46.6	26,179,000	39,411,000

June Apple Drop No Heavier Than Last Year

DES MOINES, IOWA,
July 12, 1927.

EDITOR, THE JOURNAL:

Supplementing our fruit crop report as of June 1st, the following is the fruit crop condition report for Iowa for July 1, 1927, These percentages are based on 100 per cent. for a normal crop.

Summer Apples	60%
Fall Apples	60%
Winter Apples	57%
Pears	48%
Plums	43%
Cherries (final)	46%
Strawberries (final)	72%
Grapes	76%
Red Raspberries	73%
Black Raspberries	68%
Blackberries	83%
Gooseberries	77%
Currants	70%

The condition reports on summer, fall and winter apples by districts in the State of Iowa are as follows:

	Summer	Fall	Winter
Northwest	73%	73%	71%
North Central	62%	63%	62%
Northeast	62%	57%	53%
West Central	58%	62%	62%
Central	53%	57%	62%
East Central	67%	63%	60%
Southwest	70%	65%	58%
South Central	52%	64%	54%
Southeast	68%	54%	48%

The reports from thirty growers indicate that the yield of cherries this year was 1.16 bushels per tree. The report from twenty-one growers indicates that strawberries yielded about 2,700 quarts per acre. Due to the small number of reports on strawberries we believe this to be a little high although the yield this year has been somewhat heavier than it was last year. Last year the assessors reported a yield of about 1,800 quarts per acre.

The usual June drop of apples has taken place and it is not believed to be any heavier than last year or than usual. Reports from certain growers would seem to indicate that the June drop was heavier than usual but for the State as a whole it seems to be about the same.

Very truly yours,
R. S. HERRICK, *Secretary*,
Iowa State Horticultural Society.

Imperial Fruit Show Affords a Good Opportunity to Boost Wooden Barrel

The 1927 Imperial Fruit Show will be held in Manchester, England, from October 28th to November 5th.

Commenting on this year's Imperial Fruit Show, the Canadian Department of Agriculture says:

"This year, the innovation of barrel-packed classes for eastern Canada varieties has been introduced. The Snow, McIntosh, Jonathan, Cox Orange, Spitzenburg and Newtown classes are to consist of apples in boxes, but the King, Golden Russet, Spy, Stark, Greening and Baldwin classes are to be packed in barrels.

"Each Canadian province will pack its exhibits in its ordinary commercial package, and this should furnish a splendid opportunity to show the fruit trade what can be done by Nova Scotia, New Brunswick, Quebec and Ontario in the way of a barrel pack of exhibition quality.

"The Agents-General for Nova Scotia, Quebec, Ontario and British Columbia have offered a Challenge Cup to the Province securing the greatest number of points in the Overseas Section.

"Every first prize counts 4 points; every second 3; every third 2; and every entry that makes 75 per cent. of a score, or more, 1.

"Full particulars of the rules and regulations of the Imperial Fruit Show, and of the prize awards, are available on application to the Fruit Branch, Ottawa, Ontario."

Outlook for Canadian Apple Crop Continues Favorable

There have been some changes in the Canadian apple situation since last month, according to the Fruit Branch of the Canadian Department of Agriculture, and at this date it is difficult to arrive at a reasonably fair estimate of the total commercial crop, owing to the late set throughout the Dominion, and particularly in Nova Scotia. Indications, however, point to some increase over the five year average.

The following is a summary of the commercial apple crop prospects by Provinces on July 1st as compared with last year:

	1927 (Estimated) (bbls.)	1926 (bbls.)
British Columbia	1,049,000	1,312,360
Ontario	900,000	598,700
Quebec	103,000	115,800
New Brunswick	30,000	30,000
Nova Scotia	1,400,000	927,370
Total	3,482,000	2,984,230

Commercial crops are estimated on the basis of fresh fruits moved to market and do not include fruits used for evaporator, canning or other manufacturing purposes.

900,000 Barrels of Apples for Ontario

In Ontairo weather conditions have not been any too favorable to a good set of fruit. Wet and cold weather has been prevalent and in many districts the exceptionally heavy blossom shown by practically all fruits throughout the Province is not yielding the results anticipated.

Reports show that apple crop conditions vary considerably and a summary

of the commercial districts indicates a crop approximately 160 per cent. of 1926, or about 900,000 barrels.

The various districts of the province report as follows:

Georgian Bay District—Cold wet weather during the blossom period has somewhat reduced the first indications of an excellent crop but the outlook is still considered good and indicates a crop 250 per cent. of last year. McIntosh gives promise of a heavy crop at 500 per cent., Spies 400 per cent. and Kings 300 per cent. Earlier varieties such as Duchess, Wealthy and Snow are on the light side and indicate a 75 per cent. yield.

Niagara District—The estimate is for a crop of 175 per cent. of last year with summer and fall varieties 225 per cent. and winter varieties 150 per cent. Spies indicate a heavy crop, Baldwins fair and Greenings light. Fruit clean and sizing well.

Burlington District—Indications point to a very uniform yield in all parts of the district. Last year the crop varied considerably and present indications show Brantford, Paris and St. George districts to promise a yield of winter varieties 300 per cent. and early varieties 200 per cent.; Ancaster, Waterdown and Milton districts, winter varieties 250 per cent. and earlier varieties 100 per cent.; and around Burlington the yield is expected to be 100 per cent.

Lambton County—The earlier varieties are estimated to be a light crop 25 to 50 per cent. of last year with the exception of Alexander which indicates a 200 per cent. yield. Other varieties are placed as follows: Snow 100 per cent., Greenings 25 per cent., Ontario 250 per cent., Russet 100 per cent., Kings 110 per cent., Spies 150 per cent. and Baldwin 75 per cent. On the whole, the set is not as heavy as was anticipated.

Strathroy District—The prospects are for a crop 100 per cent. of last year. King and Russet are expected to be a full crop, Spies, Wealthy, Snow and McIntosh fair and Greenings are reported a failure.

Chatham-Leamington Districts—Unfavorable weather conditions have considerably reduced the crop prospects which are now estimated at 85 per cent. of last year with the principal varieties as follows: Spies 100 per cent., Baldwins 40 per cent., Kings 100 per cent., Russets 80 per cent., and Snows a failure.

Eastern Ontario—The estimate based on the blossom has had to be considerably reduced and the crop is now estimated at approximately 125 per cent. of last year. In the Oshawa district the set was generally poor and the crop is expected to be very light. Trenton and Belleville Districts indicate a 180 per cent. crop; Brighton District 160 per cent. with McIntosh and Spies reported fairly heavy. In Wellington District the crop is estimated at 180 per cent. with Russet, Snow, Stark and Greenings promising a good yield but Spies and McIntosh are reported light with indications of a 40 per cent. crop. In the St. Lawrence, Dundela and Kemptville districts, the crop will be 35 per cent. of last year, with Fameuse quite heavy. Apple scab is reported to be fairly general and only in well sprayed and cared-for orchards is its absence noticed.

June Drop Reduces Quebec Estimate

While the fruit trees in Quebec apple orchards, blossomed heavily and gave evidence of a large commercial crop, conditions throughout the month of June were not favorable to a good set of fruit and a heavy drop occurred in practically all districts with the exception of Ste. Hilaire and eastern Quebec. The commercial crop is now estimated at 90 per cent. of last year or approximately 103,000 barrels. Reports indicate that Abbotsford will have a crop 50 per cent. of last year, Rougemont 75 per cent., Ste. Hilaire 200 per cent., Chateauguay-Woodland 75 per cent., Hemmingford 70 per cent., Ste. Joseph du Lac 100 per cent. and eastern Quebec 110 to 120 per cent. The prospects for a good crop of McIntosh have not been sustained and indications point to a 50 per cent. crop with the exception of Ste. Hilaire district where a substantial increase in this variety is promised.

Will Have 1,400,000 Barrels of Apples This Season

The June estimate of 1,500,000 barrels or 126 per cent. of 1926 is now considered too high. Some varieties with a heavy bloom have not set well and latest information places the commercial crop at approximately 1,400,000 barrels. It is still too early to form a reliable estimate as the June drop is not complete. The growers have given special care to spraying and where thoroughly performed the fruit is satisfactorily clean. Considerable injury has been done in some districts by canker work, bud moth and the apple sucker, while some orchards also show spray injury.

Throughout the Berwick-Kentville district the set is reported as satisfactory. In the Port Williams-Wolfville district King, Ribston, Baldwin and Blenheim are heavy; Gravenstein will be about the same as last year. The Woodville-Lakeville district has every appearance of a good crop.

In the Townships of Mochelle, Annapolis and Bear River apples are reported 200 per cent. of 1926, all varieties showing a heavy increase and practically no insect damage. Townships of Clarence, Lawrencetown, Paradise, Bridgetown, Granville, Tupperville and Round Hill report an apple crop 150 per cent. of 1926, with King, Ribston, Blenheim, Greening, Nonpareil, Gravenstein and Baldwin heavy and clean. Some damage by hail on June 27th in middle section of Clarence.

In Hants County including Falmouth, Hantsport, Windsor Forks, Curry's Crossing, Brooklyn and Avondale the indications are for a crop fully 190 per cent. of 1926, there being a good set of all varieties with King, Gravenstein, Baldwin, Stark, Fallawater and Ben Davis heavy, other varieties fair.

In the Sprinfield, Albany, Williamstown, Nictaux, Torbrook, Wilmot, Melvern Square, Middleton, Brooklyn and Spa Springs the set is irregular with present conditions indicating 100 per cent. of last year. Duchess and Gravenstein very light; Baldwin, King and Golden Russet good.

1927 Apple Yield in New Brunswick May Exceed 1926 Volume

The 1926 crop of 30,000 barrels may be exceeded by from 10 per cent. to 15 per cent. The variety prospects covered by the June Report are sustained, except that McIntosh will only be a fair crop. The late set and rather heavy drop makes it practically impossible at this date to venture what could be considered a safe estimate. Fruit generally clean.

The Apple Barrel Situation

Nova Scotia growers in anticipation of a good crop of apples have been placing orders for their barrel requirements, prices running about the same as last year. Manufacturers say there may be a shortage of shaved birch hoops, but provisions will be made so far as possible to avoid any interference with the movement of the crop.

Throughout Ontario reports indicate growers have placed orders for only a very small percentage of the barrels required. This undoubtedly places the barrel manufacturers in a rather bad position especially in view of the apparent shortage of cooperage stock. Last season's prices are quoted for early orders, and growers are advised to consider this matter seriously.

Cold-Packing Sour Cherries in New York State

A report from Rochester, N. Y., states that while some cold-packers and canners are trucking sour cherries from the Hudson River Valley to Western New York the Sodus Canning Company has shipped all of its machinery and equipment to the East and will cold-pack the cherries as they come from the orchards. It is believed the company will put up 150 or more tons of the fruit in the Hudson Valley and store it in cold storages there until ready for movement to market.

About 200 tons of the same fruit are being hauled to Sodus, Red Creek and other points in Wayne County for cold-packing and canning.

The crop in Wayne County is about 40 per cent., and on the Sodus Fruit Farm, one of the biggest in the East, about 25 per cent. Last year on this farm the crop was so heavy that a night shift picked under the glare of flood lights. The western New York crop is about 50 per cent.

The Sodus Packing Company figured it would be better business to pack in the East and store there rather than try the long haul. The sour cherry crop around Kinderhook and Stuyvesant Falls in the Hudson River section has been practically sold to western New York buyers.

Increasing Quality and Reducing Breakage in Kiln Drying Cooperage Stock

Universal Vacuum Dry Kiln Effecting Much Desired Economies in Successfully Drying Staves and Heading—Cooperage Company Cuts Drying Time in Half and Reduces Breakage Twenty-five Per Cent.

By C. L. RICE,
Universal Vacuum Dryer Co., Kansas City, Mo.

Of all the various steps in the manufacture of wood products, the drying of the stock has remained the one problem which requires the greatest attention on the part of producers.

The toughest log may be sawed in a few minutes by the powerful saws now in use.

A rough board may be sent through a moulder, and in three seconds becomes a finished product—dressed four sides, or tongued and grooved as you please.

Plant of The J. R. Kelley Cooperage Co., Kansas City, Kan.

Staves and heading may be sawed or cut so many per hour.

Yet the proper drying of the material—an essential step for all classes of wood products—ordinarily takes a considerable length of time depending upon the stock produced. Conservation and economy prompt us therefore to use every means, method, or equipment that will enable us to cut down the drying time without any sacrifice of quality.

Three Essentials to Good Drying

Heat, humidity and circulation are the three essentials to first class drying. Each must be controlled directly and positively to assure quality, speed volume, the very minimum of waste, low investment in both stock and dry kiln equipment and economical operation.

Heat and humidity practice is now fairly well standardized, but modern production requires circulation vastly more positive and dependable than the slow natural movement of heat. In the Universal Vacuum Dry Kiln, by combining worthwhile special features with controlled circulation, we have made a distinct advance in the science of kiln drying wood products.

Circulation Correctly Applied

By the simple expedient of using Universal Hemispherical Suction Fans, circulation is correctly applied to make the heat constant and uniform throughout the entire dryer. This at last makes available all the long-sought advantages of progressive drying. Green stock is taken into the Universal Vacuum Dry Kiln at the fan end where the temperature is lowest. Thence it is moved in progressive stages through the dryer until it reaches the coil end, where it receives the maximum amount of heat when in best condition to receive it. From this point, it moves straight out of the dryer without use of transfer trucks—one bunk or as many as required.

Faster Perfect Drying

Universal Suction Fans create a partial vacuum and *draw* the warm air *through* the stock, rather than driving a hot blast against it. By this method you may dry your product at very low, safe temperatures when desired, without loss of time. The Universal Process also permits use of exhaust steam. The recirculation of the air, through the return tunnel, as well as doing away with condenser equipment, adds further to this economy of Universal operation.

Detail of Universal Vacuum Dry Kiln Installation. Showing simplicity and efficiency of operation.

The Universal Dry Kiln for Drying Cooperage Stock

Because of the interest in proper kiln drying which appears to be high at the present time in the cooperage industry, the experience of one manufacturer of cooperage who is using a Universal Dry Kiln is, we believe, of value to your readers.

The J. R. Kelley Cooperage Company, of Kansas City, Kansas, recently converted their dry kilns from more costly types of dryers to the new Universal Vacuum Dry Kiln at small conversion costs and with splendid results.

A Universal Dry Kiln Installation.

Mr. G. A. Whittle, General Manager of the Kelley Cooperage Co., stated recently that, although their dry kilns had been equipped with Universal Vacuum Dry Kiln equipment only about three weeks, they were already able to affect considerable saving in time and money, in the drying of their stock.

They have two kilns, each with a capacity of 100,000 feet and 90 per cent. of their barrel staves and heading are of oak. Mr. Whittle tells us that the stock from this new type drying system is working much better in the making of the barrel.

25 Per Cent. Reduction in Breakage

"The stock dries from the inside out in a uniform manner," stated Mr. Whittle, "and, although the wood is thoroughly dry, the life remains in the fibre. This is self-evident in the fact that our breakage has been cut approximately 25 per cent."

Any plant manufacturing staves and heading can afford a Universal Dry Kiln. Each installation is designed to your exact needs and to utilize your present buildings.

TRADE CONDITIONS HERE AND ABROAD

Potato Crop Furnished Profitable Business for Coopers—Late Apple Barrel Demand— C. M. Van Aken

This past month has demonstrated the fact that it is a good plan in the cooperage business to have "More than one string to the bow."

A short time ago, it looked as though the month of July would be one in which much apple barrel cooperage would be moving, the buyers had not bought very heavily and the crop was reported good in various sections. One the other hand, the acreage of potato planting was in many sections less than last year and dry weather in March gave an impression that it would be difficult for the potato barrel makers to use the cooperage material they had bought early and that there would be no hope of any duplicating of orders. At a time when the seller is trying to induce the buyer to take something which the buyer thinks he will not need, prices are low and profits hard to find. This applied to the potato barrel business up to the time that they began digging in Virginia. It was then discovered that where they expected two potatoes they got four and, as a result, during the month of July all of the mills that were in a position to furnish anything which the potato barrel people could use in the way of cooperage and furnish it for prompt shipment found a ready sale for it at profitable prices. While on the other hand the fruit barrel people seemed to have assumed the attitude of waiting for the apples to develop a little more before ordering additional cooperage. Therefore, the man who was riding along with the potato business during the period that it was not profitable was in a position to make a little money during this month when it was profitable, while the man who had nothing but apple barrel material to think about during the month of July would, of necessity, feel that it was a decidedly poor month, so it is often necessary to cling to the different parts of the business during the lean period in order to take advantage of the period of activity.

As far as the fruit barrel business is concerned, while new business is not coming in very rapidly just now and there is not any indication that this Fall will produce four apples where two are expected, still August and September should show considerable activity in the fruit barrel business. There is no cheap material on hand at the mills nor has there been any tendency to market material for less than cost. It would not take much of a spurt in apple barrel lines to clean up the material on hand and it is more than likely that this spurt will come before there is any tendency on the part of the mills to sacrifice in selling.

There is the usual demand for cooperage along promiscuous lines; these orders come in and are filled without any excitement. We would miss them if they failed to come, but because of their regularity, both in season and out of season, they do not present themselves to us in as spectacular a manner as the business that is more or less speculative, such as that part of it which goes to furnish containers for the fruit and produce crop, so the manufacturers and dealers in this section who have been situated so that they were manufacturing or handling material for both potatoes and apples have a feeling that the month of July has been very satisfactory and it is not unlikely that those who have been keeping, "a stiff upper lip" as regards the apple barrel business during the lean month of July will be in a position where they can profitably handle the business which will more than likely come during August and September.

Crop Conditions Having Effect on Canadian Cooperage Situation —W. M. Fleming

Weather conditions during June and July have made a marked change in the demand for apple barrel stock. Up to the end of June the demand for all classes of cooperage stock was good. The coopers in May and June ordered in quite large quantities of apple and flour barrel stock. But owing to the high price of wheat, millers have moved very cautiously as dealers will not buy high-priced flour. The consequence is most of the millers have considerable barrel stock on hand. With wheat still prevailing at high prices the usual fall movement may not start up as early as usual; and the millers may not order their fall and winter requirements till quite late. With the flood conditions in the South not improving very fast and the chances of heavy rains during the coming fall, it would doubtless be a mistake for the millers to leave off ordering until too late.

The apple crop is very disappointing. With such a promising bloom, a very large crop was expected. But the wet, cold weather did not permit a good set and the June drop was heavier than usual. The crop both in the United States and Canada is light; there is possibly a third of a crop in Canada this year. The average manufacturer here finds himself in not too bad shape as the production of hoops and heading has been rather limited and about the only stocks that may be carried over are apple barrel staves. With the rains we are having the apples may be larger than usual and more barrels may be required than we are anticipating at the present time. Owing to the apple crop being light in the States, prices on the lower grades of stock will most likely decline.

Pine heading is not as strong as it was in May and June. All grades of number one stock continue to hold firm especially on staves and heading.

1927 Will Prove a Good Average Year for Canadian Cooperage Trade—W. A. Fraser

Since my June report there has been considerable change in the Canadian cooperage prospects for 1927, owing to the fact that the apple crop has become much reduced.

All over the Province of Ontario, there was a very heavy bloom, followed by a heavy, temporary set, but during the last month, an extreme drop has occurred throughout most of the apple growing sections in Ontario and Quebec, and at the present time the estimates for the Ontario crop place the yield at about one hundred and sixty per cent. of 1926, whereas originally it was thought the production would pretty nearly equal the heavy year of 1925. Cold wet weather prevailed during the latter part of the blossom period, but nevertheless the writer is strongly of the opinion, as we have had splendid growing weather during the last month, that the size of the fruit will make up to a considerable extent what it may lack in quantity. The apples are well distributed on the trees, which always tends to a good size at maturity.

Since June there has not been much change in either the flour or sugar barrel business in Canada, but owing to the general prosperity of the country there is a fair demand for commodity barrels, and we are still of the opinion that 1927 should at least be a good average year in the cooperage business in this country.

British Cooperage Trade a Trifle Quiet —Palm Oil Situation Better— J. C. Tinkler

The cooperage trade in England has, if anything, fallen off slightly during the last month and the trade is having rather a quiet time. There is a slight improvement in the palm oil position and a few new casks are now being made.

Brewery cooperage keeps fair, but there is very little doing in the chemical and other slack barrel trades.

Things will probably remain quiet until the middle of August.

Erect New Drying Shed

The Vail-Donaldson Company, St. Louis, manufactures of "Vee Dee" Cooperage Stock have erected a new drying shed on property adjacent to their Pocohontas, Ark., plant.

Cooperage Company Incorporates

The Reading Cooperage Co. has filed articles of incorporation at Wilmington, Del., with a capital of $20,000.

Salvaging Logs and Lumber in the Flooded Areas

Treatment of Retrieved Logs Will Reduce Losses of Timber Operators and Forest Products Manufacturers

By L. V. TEESDALE, Engineer in Forest Products and REGINALD H. COLLEY, Pathologist, U. S. Forest Products Laboratory, Madison, Wisconsin

With the receding of the floods of the Mississippi and other Southern rivers, lumbermen and other forest products manufacturers in the low country are confronted with a tremendous task of salvage. A great deal of material, of course, has been swept away and must be written off as a total loss. But considering first the logs that can be recovered, long delays between the rounding up of floaters or logs half submerged in the woods and their conversion into lumber are probable. To minimize the deterioration which is bound to occur in the meanwhile is one of the most important of the problems.

As usual, this overflow happened at a time of year when temperature conditions were particularly favorable to the activities of wood-staining and wood-destroying fungi. In three or four months of half-drying, the sapwood of red gum logs, for example, may be a total loss. Fortunately this less can be held at a minimum by relatively cheap methods, provided the log can be reached in time.

Treatment for Salvaged Logs

Logs are safe from stain and decay as long as they are submerged but they will begin to deteriorate just as soon as they are partly or wholly exposed to the air. Ordinarily the organisms which cause blue stain are first to attack, and they develop rapidly. Decay organisms work more seriously because they destroy the wood on which they grow. Both types of organisms require air for growth, and the air can be excluded by submerging the logs; hence one of the first things to do—if facilities are not available for immediate conversion or chemical treatment—is to collect scattered logs in low areas, where they should be kept under water as long as possible or until they can be taken to the mill. Logs which can not be taken to water may be left flat on the ground and covered with brush, debris, or sod. Such covering retards the rate of drying for a time prevents checking and holds off serious deterioration. But although logs can be kept indefinitely under water, they can not safely be left under the brush or sod pile for more than a few weeks, and they must be sawed as soon as possible after they are uncovered.

Another effective and economical means of slowing up the deterioration of logs is to be found in the use of antiseptics which prevent the growth of fungi. A solution made of cresylic acid (one part) and crude oil or kerosene (10 parts) sprayed on the sides and ends of the logs with an ordinary garden or greenhouse spray will retard the spread of stain and decay in the sapwood of red gum for several weeks in hot summer weather, a sufficient margin in most cases to allow the logs to be carried in and sawed up.

Another mixture which has shown promise as a decay and stain retardant can be made as follows:

Cresylic acid	1 gallon
Lye	3 pounds
Water	100 gallons

In all probability there are a number of commercial disinfectants depending upon carbolic acid for their efficiency that might be substituted for the cresylic acid listed in the above formulas.

Where it is feasible to do so, gum logs should be sprayed with one of the suggested mixtures as soon as possible after the water goes down. If, after spraying, the logs are completely covered with brush, leaves, humus, or sod, the benefits of both methods outlined above will be secured.

Treatment of Freshly Cut Logs

Logs freshly felled to replace those lost in the flood will be particularly subject to rapid deterioration in the woods this year. Practically all of the damaging infection takes place through the ends. In order to hold down such infection the operator should treat the ends of the logs, within twenty-four hours of the time they are felled and bucked, with an effective end-coating. The best one thus far tested is made of:

	Parts By Weight
Hardened gloss oil	100
Barytes	25
Asbestine	25
Cresylic acid	10

This mixture must be applied with a brush because it is too thick to go through a spray. It has proved to be quite effective in controlling checking, in holding down stain, and preventing decay. All logs should be sprayed over the bark with the oil and cresylic acid mixture or with the lye-water-cresylic acid mixture previously described. These mixtures will also serve fairly well for end coatings in case the thicker mixture is not available. The oil and cresylic acid mixture is probably the more effective of the sprays so far as insect control is concerned. Like the salvaged logs, the freshly cut logs should be left in a shady pace, covered with brush, until they are needed at the mill.

Treatment for Lumber from Submerged or Infected Logs

Many of the logs will have become more or less infected, particularly through the ends, and after the stock is cut into lumber the infection may spread through the interior of the boards unless some effective means of killing it is employed. Steaming at 180° F. for four hours or more for each inch of thickness will kill all fungi. Steaming itself does not dry the lumber, but upon removal from the steaming chamber the hot wood surfaces will dry rapidly, provided the load is exposed to free air circulation and protected from rain. If the steaming chamber is provided with heating coils, so that the stock can be subjected to a period of 12 hours or more of low humidity after steaming, surface drying will be assured and danger of reinfection while in the yard will be very remote.

End-racking or dipping in a chemical solution, discussed under the next heading, gives good results for stock from uninfected logs, but acts only as a preventive against surface infection. Where the fungi have gone below the surface, these methods would not destroy the organism. In such cases the only effective means of stopping the infection is to subject the stock to high temperatures.

Treatment of Lumber in Piles

It is a more difficult task to give any degree of protection to flooded lumber. The sapwood will suffer the largest degrade. Where the water has been high enough to float the lumber, the sapwood may be thoroughly infected before the boards can be collected, cleaned, sorted, and repiled. In cases where the inundation of the storage yard has been shallow and the piles have stood fast on their foundations, the lower courses in the piles may be covered with silt or choked with the rubbish brought in by the water. Where it is feasible these lower courses should be flushed with a strong stream of water from a hose. At the earliest possible opportunity provision should be made for draining off the water left standing on the yard, and particularly under the piles. It will pay to tear down the piles of the better grade lumber and repile them so that drying will proceed as rapidly as possible.

For the valuable upper grades the most effective methods, where apparatus is available, are steaming or kiln drying because, as mentioned above, the heat employed kills the staining and wood-destroying fungi. End-racking the stock for three or seven days, if an early enough start is made, will probably reduce surface moisture below the point where stain and decay will develop.

Dipping the stock in suitable chemical solutions will also cut down the spread of infection. Dipping treatments are used principally to prevent the deterioration of sapwood, but there is every reason to believe that they would also protect heartwood against infection. It is well to bear in mind that dipped stock must be properly piled immediately after treatment, so that drying will not be retarded. The following solutions are recommended:

The cresylic acid and lye water mixture already described; or

Sodium carbonate	66 pounds
Water	100 gallons

Hot sodium carbonate solutions are better than cold solutions. The cresylic acid and lye mixture can be used cold. Both solutions can be used in wooden tanks.

Whether stock is to be steamed, end-

racked, or dipped, it will be advisable to take down alternate piles, so that the yard will be opened up as much and as soon as possible, to allow a free sweep of wind through the piles left standing.

After the water subsides, each day's delay in treating flooded stocks adds to the danger of loss from stain and decay. Spraying of lumber in the pile suggests itself as a possible means of reducing the damage. Some practical type of spraying machine, similar to an orchard spray, might be fitted with a nozzle which could be inserted between courses so that all boards could be reached. The ends should, of course, be given special attention. The cresylic acid and lye antiseptic already described could be used in such a spray, and if the boards were first flushed clean and the operation handled carefully it is expected that the spread of infection would be limited.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

REBUILT STAVE and HEADING MACHINERY
Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.
ROCHESTER BARREL MACHINE WORKS, Manufacturers of "Greenwood" Stave and Heading Machinery, Rochester, N. Y.

FOR SALE—Two 20" Whitney Stave Sawing machines, just resteeled, $400 each. Also one Oram double wheel jointer, $300. All in first class condition. Address ROACH STAVE CO., Boonsboro, Md.

FOR SALE NOW
Two 66" Greenwood heading Jointers.
Two sets knives for each machine.
One No. 4 Greenwood heading turner including plates from 9" to 23".
Two Bartlett hogs for grinding shavings from jointer; intake 12", discharge 6".
One 50" Allington & Curtis slow speed fan, vertical discharge 16" x 18", inset 22".
One No. 60 Allington & Curtis Blower, case and wheel only.
These machines are in good condition. Make us an offer on each machine separately. We want to get rid of them—they are in the way—and if you need anything of this kind, here is a chance to get it for an unusually reasonable price.
BLISS & VAN AUKEN LUMBER COMPANY
Saginaw, W. S., Mich.

BARRELS WANTED

WE are in the market for single head and double head barrels suitable for tar, from 48-55 gallon capacity. Address to PERTH AMBOY BARREL CO., 1049 State St., Maurer, N. J.

STOCK WANTED

Harvey Lyons & Son, Princeton, Me., is in the market for a quantity of 28½" herring barrel staves and also several cars of 7' hand shaved hickory, ash, or oak hoops.

BUSINESS OPPORTUNITY

WANTED—Partner to furnish capital. Have equipment to manufacture slack barrel staves in Maryland and Virginia. Good proposition. Address "PARTNER," care of "The National Coopers' Journal," Philadelphia, Pa.

PAIL AND TUB MACHINERY
Used and new, bought, sold, installed, and layouts for most economical manufacture of pails and tubs for candy, desiccated cocoanut, butter, lard, ice cream cabinet and shipping tubs. It is safe to see me first. J. K. HARRINGTON, 88 Greenwich St., Belmont, N. Y.

SECOND-HAND BARRELS WANTED

WANTED—15" opening bolted top lard and grease drums, once used cottonseed, once used unpainted cocoanut oil, bright turpentine barrels, and No. 1 oil half barrels. Address McLOUGHLIN BROTHERS, 82nd St. and Eastwick Ave., Phila., Pa.

WANTED—Used steel drums in carload lots, previous contents motor oils or alcohol. Address NEWARK STEEL DRUM CO., Linden, N. J.

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WANTED—Position as foreman or superintendent in stave and heading plant, or in cooperage plant. Address "Foreman," care of "The National Coopers' Journal," Philadelphia, Pa.

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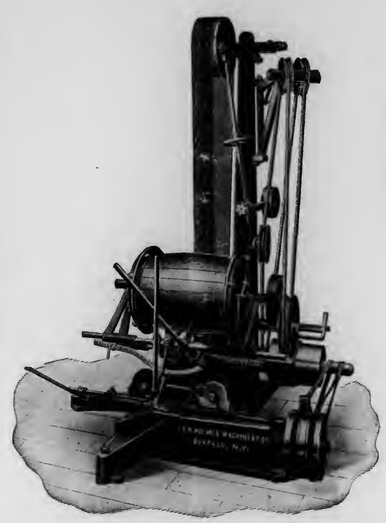
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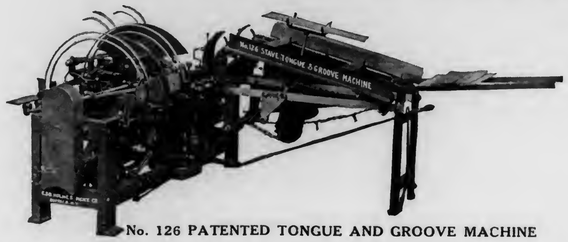

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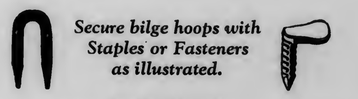

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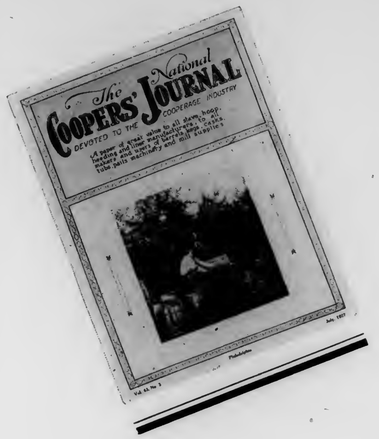

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The National Coopers' Journal

PHILADELPHIA

The National Coopers' Journal

FORTY-THIRD YEAR | Philadelphia, September, 1927 | $2.00 PER YEAR VOL. XLIII, No. 5

Cooperage Conditions in New Orleans Encouraging

Value of Louisiana Field Crops Will Exceed Ten-Year Average Despite Floods—Good Demand for Asphalt Paint Barrels—Used Barrel Trade Normal

Strangers in Louisiana who saw the terrible havoc wrought by the flood thought that it meant utter ruin, that half of the inhabitants of the State would give up entirely, move away and never try again in this section. They little knew the value of the Louisiana climate, the fertility of the soil or the resources of the population. Instead of giving up the farmer followed the receding waters back, planting fresh seed in the still wet soil as fast as the fields were uncovered, rebuilt or repaired his home as best he could, and began over again. Other men followed his example, and the rapidity with which business is recovering from the blow is proof positive that business here is on an inherently sound basis.

Cooperage Trade Improving; Prospects Encouraging

This applies even to the cooperage business, for although trade in that line is still rather dull it is improving, and prospects are encouraging. Out in the timber sections the mills, after three or four months of idleness, have been put in order and are starting up again as fast as logging operations become possible. Some mill men are now mining their timber. Many logs grown in the lowlands are "sinkers", and go to the bottom when precautions are not taken with them, and when the river is out of its banks the dirt its waters carry in suspension settles upon the logs so that even the lightest of them become overloaded with mud and sink to the bottom, so that the receding water leaves them buried beneath several feet of mud. Timber mining is now an important industry in some localities. The position of the buried logs is ascertained, either from memory or by some clues known only to timbermen, and a shaft is sunk with a shovel. Then a cable is attached to the log and a skidder lifts it from the mud and drags it to a place of safety. It is the usual practice to take such logs from their burial places only when they are needed for immediate use, the theory being that the logs will keep better when buried in the mud than they will in the open air. Some timbermen believe that when these salvaged logs are to remain in the open air their coats of mud will act as a preservative. Others clean their logs as best they can with the means at hand, and apply a wash of strong lye with a whitewash brush. This, no doubt, will check the ravages of worms and insects, if the rain does not wash it off too quick, but some loggers find it necessary to give the ends of their logs a coat of some cheap red paint to prevent checking. This is certainly good practice, though it is not generally followed.

Mill Men Do Not Care to Discuss Flood Losses

Actual losses of stock at the slack stave and heading mills have been relatively small, and mill men do not care to discuss their losses, or hear them discussed. They think that the dead past should be buried, and that they ought to be allowed to renew operations without having past misfortunes constantly thrown in their faces.

The tight stave people lost a good many small piles of rough staves here and there, which was rather hard on some individuals, but these losses were not serious enough to affect the trade in general. The chief trouble was in the loss of time and the interruption of business. Most of the woodsmen are now back at work as if nothing had happened, and prefer to ignore anything that has happened to them, so the yards here are again receiving rough staves.

Cottonseed Oil Mills Undergoing Repairs

During this part of the year the cottonseed oil mills are usually closed down for repairs and overhauling, or are working only part time, and that is the case at present, though it is expected that these industries will soon resume full operations, and be calling for cooperage again as strong as ever.

Good Business on Asphalt Paint Barrels

There is not much business being done in the way of barrels for asphalt, but there is some demand for tight barrels for asphalt paint. Used barrels are preferred for this trade, on account of the lower price, but as the supply of these is limited new barrels are sometimes required.

Second Hand Barrel Trade Up to Average

The trade in used barrels is quite up to the average now, for although it is sometimes a little better and sometimes not so good, it is a business that is kept up the year round.

There is a small but very good business being done in barrels for soap and soap stock. It is not always easy to suit the soap makers, for they do not care to pay the price for a tight barrel, and they find, or think they find, that the staves of a slack barrel are too thin for their purpose. Second class ash staves that have been cut for butter tub stock would probably suit them exactly.

Louisiana Field Crops Increase in Spite of Floods

People who have gained the impression that Louisiana was turned into a desert by the flood will be surprised to learn that according to the Government crop reports the field crops of Louisiana for this season will exceed the ten year average. This is a surprise even to the dealers in farm products here, even though they knew that while the flooded area was large it was relatively small as compared with the area of the whole State.

It is not at all likely that such a flood will occur again before spillways, or other improvements, have been installed that will make the recurrence of such a disaster impossible, so the truck growers are now preparing to increase their acreage and make their shipments during the coming winter larger than ever before, and the coopers are looking forward to a good vegetable shipping season, and are making their plans accordingly, though but few vegetable barrels are being used at present.

Syrup and Molasses Barrels Moving Slowly

A few syrup and molasses barrels are being used, though of course there is no demand for barrels for native sugars. The sugar refineries are working on imported raws and packing their products in bags and cartons, though they do at times use barrels made in their own shops.

Coopers Should Promote Use of Sugar Barrels

Although thousands of acres of cane lands were flooded the Louisiana sugar yield for the coming season is expected to be the best in years, for the new varieties of cane grown outside the flooded area are expected to yield more sugar than the whole area of the "Sugar Bowl" yielded when planted in the sickly, inferior varieties of cane formerly grown. When these new varieties are adopted throughout the whole cane belt the sugar business will be back on its old prosperous basis. It is up to the cooper to follow this progress and make the sugar barrel come back with the return of prosperity to the sugar producers.

Apple Crop Conditions August 1st

The August 1st report of the Department of Agriculture places the commercial apple crop at 24,831,000 barrels, while on July 1st it was estimated at 26,179,000 barrels.

The following table shows the condition of the crops in the various States August 1st, and gives an estimate of production for this year, compared with the total output last season:

	Condition Aug. 1st %	Estimated Production Barrels	Production 1926 Barrels
Maine	60	499,000	450,000
N. H.	58	188,000	254,000
Vt.	66	133,000	155,000
Mass.	52	549,000	880,000
R. I.	62	58,000	79,000
Conn.	53	187,000	350,000
N. Y.	35	3,383,000	6,500,000
N. J.	62	694,000	944,000
Pa.	39	881,000	1,796,000
Del.	48	308,000	660,000
Md.	42	283,000	600,000
Va.	24	1,115,000	3,700,000
W. Va.	25	682,000	1,700,000
N. C.	30	108,000	345,000
Ga.	30	50,000	152,000
Ohio	41	543,000	1,006,000
Ind.	34	114,000	288,000
Ill.	40	885,000	1,250,000
Mich.	37	906,000	1,489,000
Wis.	52	108,000	155,000
Minn.	62	38,000	57,000
Iowa	49	84,000	134,000
Mo.	25	291,000	619,000
Neb.	65	92,000	76,000
Kan.	60	348,000	310,000
Ky.	18	33,000	167,000
Tenn.	23	30,000	125,000
Okla.	42	22,000	31,000
Ark.	20	253,000	500,000
Mont.	60	67,000	85,000
Colo.	50	547,000	969,000
N. M.	36	139,000	191,000
Ariz.	50	7,000	11,000
Utah	60	143,000	160,000
Idaho	80	1,390,000	925,000
Wash.	58	7,120,000	8,550,000
Ore.	57	1,054,000	1,700,000
Calif.	59	1,499,000	2,048,000
U. S.	41.8	24,831,000	39,411,000

Cranberry Crop Outlook is Favorable

According to information sent out by Henry J. Thayer, a cranberry distributor of Indian Head, Mass., the Cape Cod Cranberry outlook indicates a profitable year for growers and dealers. In his letter to the trade Mr. Thayer says:

"Cranberries are now almost out of bloom; it is possible to make some forecast of the future, although nothing is more uncertain in the produce line than cranberries. Insects and frost may alter the whole prospect, between the present time and harvest.

"I have been raising cranberries 28 years, never knew two seasons alike, but present indications point to a profitable year for dealers—and for such growers as may harvest good crops.

"There is no indication of any large crop, as was marketed last year; in my opinion there will be a decrease from last season of about 150,000 barrels for the country.

"Weather conditions during the spring were excellent and the blooming period almost perfect.

"The main cause for any decrease was a very destructive frost in June through New Jersey, Wisconsin and Massachusetts. Also insects have been and will be unusually destructive. The frost of July 4th only lasted a very short time and did little or no damage. If we are to have that 'year without a summer', another frost the latter part of August such as we had in 1925, the present outlook will be entirely changed.

"The crop this year is rather late in maturing; I doubt if the first car off the Cape is dispatched before September 10th.

"Quality unknown; cannot be determined until crop is harvested."

Prospects Indicate Large Sweet Potato Crop

A large sweet potato crop is still in prospect for the country this year. In fact, the August 1st report of the United States Department of Agriculture shows that even more sweet potatoes are expected now than were in prospect July 1st. The latest estimate places the commercial crop at 87,511,000 bushels, compared with 83,658,000 bushels last year. July 1st a crop of 86,212,000 bushels was estimated. The August 1st condition was 81.4 per cent.

The following table gives the condition of the crop in all leading States, the estimated production and the total production in 1926:

	Condition Aug. 1st %	Estimated Production Bushels	Production 1926 Bushels
N. J.	79	1,872,000	2,465,000
Pa.	82	125,000	110,000
Del.	76	930,000	1,251,000
Md.	78	1,479,000	1,815,000
Va.	85	5,176,000	5,375,000
W. Va.	83	339,000	330,000
N. C.	84	8,813,000	7,560,000
S. C.	82	5,141,000	4,160,000
Ga.	83	9,339,000	9,460,000
Fla.	78	2,296,000	2,800,000
Ohio	79	308,000	315,000
Ind.	78	328,000	330,000
Ill.	75	945,000	1,430,000
Iowa	80	269,000	309,000
Mo.	80	1,219,000	1,120,000
Kan.	87	360,000	516,000
Ky.	82	1,548,000	2,040,000
Tenn.	78	4,413,000	5,535,000
Ala.	81	6,504,000	6,500,000
Miss.	80	6,608,000	6,240,000
La.	80	8,284,000	7,110,000
Texas	82	12,433,000	8,556,000
Okla.	82	2,501,000	2,520,000
Ark.	80	4,662,000	4,212,000
N. M.	80	114,000	135,000
Ariz.	88	143,000	300,000
Calif.	86	1,362,000	1,164,000
U. S.	81.4	87,511,000	83,658,000

1927 Grape Crop Estimates Higher Than for 1926

According to report of the United States Department of Agriculture, August 1st, the 1927 grape crop will total 2,538,622 tons compared with 2,349,117 tons in 1926.

California will harvest more grapes this season, the report shows. Last year that State marketed 2,040,000 tons, although there were 15,000 tons not harvested. This year the output is expected to be about 2,316,250 tons.

New York State will have a smaller crop and Ohio and Michigan also will have fewer grapes.

The following table gives the condition of the crop in the leading producing States, the estimated commercial production and the total production in 1926:

	Condition Aug. 1st %	Estimated Production Tons	Production 1926 Tons
Maine	78	63	49
N. H.	84	103	96
Vermont	66	38	36
Mass.	82	592	616
R. I.	79	193	212
Conn.	83	1,308	1,275
N. Y.	52	57,483	106,700
N. J.	80	2,568	2,820
Pa.	64	17,053	25,110
Del.	82	1,412	1,536
Va.	68	2,054	2,790
W. Va.	45	792	1,696
N. C.	73	5,548	6,840
S. C.	69	1,557	1,785
Ga.	63	1,412	1,892
Fla.	64	608	700
Ohio	72	23,663	29,100
Ind.,	53	3,222	4,606
Ill.	50	4,000	6,532
Mich.	59	57,045	60,900
Wis.	60	289	409
Minn.	82	158	85
Iowa	74	5,473	6,052
Mo.	51	8,160	12,880
Neb.	82	1,803	1,584
Kan.	76	3,271	3,700
Ky.	51	719	1,274
Tenn.	40	749	1,672
Ala.	55	589	913
Miss.	60	231	300
La.	66	36	42
Texas	67	1,238	1,200
Okla.	64	1,734	1,800
Ark.	30	4,800	13,000
Colo.	78	282	320
N. M.	70	447	531
Ariz.	95	1,900	604
Utah	95	1,441	1,300
Nev.	90	2,265	230
Idaho	80	274	300
Wash.	65	2,665	2,500
Oregon	90	4,003	1,800
Calif.	85	2,316,250	*2,040,000
U. S.	81.8	2,538,622	2,349,117

* Exclusive of 15,000 tons not harvested.

Bright Prospects for Fall Business in Louisville

Volume of Orders for White Oak Barrels and Tight Kegs is Encouraging—Agricultural Crops and Pickle Production Will Require Many Barrels

Local reports indicate a very fair demand for tight kegs, and a good volume of business in white oak barrels. The cooperage plants in Louisville and vicinity are busy, and future prospects are bright.

Barrel Demand for Agricultural Crops Will Reach Good Average

Crop conditions are unsatisfactory from the standpoint of large packs, but prices on general agricultural commodities are high, and indications are that packers of pickles, vinegar and other products requiring tight packages, will clean up on old stocks in storage.

At the present time cucumbers are selling on the local market at $3 a bushel. Tomatoes were up to around $4 to $5 a bushel, but dropped to a dollar. Corn, normally worth $1.25 to $1.50 a barrel for roasting ears, is selling at $2.50, as the price of grain is so high that farmers prefer to let it mature unless they can secure a good price. Cold and rainy weather in the spring held down planting to a minimum. Cabbage production was light. The onion crop was fair. The potato crop for the State is only off about 7,000 barrels, on Federal estimate. Berry crops were large, but fruit crops are poor. The apple crop is very small in the State, and will take very few barrels. The tobacco crop is the smallest in many years, and will require only a minimum of the normal supply of hogsheads.

Varied Demand Will Keep Tight Plants Busy

Normal consumption of barrels and kegs is the rule in the paint, oil and varnish industries, including lacquer, and with an estimated 13,000,000 to 14,000,000 bale cotton crop there should be a fair demand for cottonseed oil packages. The tight cooperage trade looks fair enough.

Good Demand for Keg Stock

In tight package stock it is reported that there appears to be a surplus of 34-inch red oak staves. which are being offered rather freely, but white oak, keg stock and other items are a trifle scarce. Red oak oil staves show comparatively light demand. It is reported that demand for keg stock has been quite good.

Consolidate Whiskey Concentration Warehouses

Announcement has been made of the consolidation of five whiskey concentration warehouse companies in Kentucky, with total holdings of approximately 150,000 barrels of bourbon whiskey, the consolidation being in order to reduce overhead expenses, and reduce Governmental expense in supervising plants in so many locations. The new company, the American Medicinal Spirits Co., will ask for Government permits, and will probably transfer most of the spirits in stock to one location. These warehouses now hold about fifty per cent. of the bourbon whiskey of the country, and about thirty per cent. of the total supply. The merged companies are the Kentucky Distilleries & Warehouse Co., R. E. Wathen & Co., both of Louisville; E. H. Taylor, Jr., & Sons, Frankfort, Ky.; Hill & Hill Distributing Co., Owensboro; and F. S. Ashbrook Distillery Co., Cynthiana, Ky.

The treasury department has abandoned the plan of authorizing production of medicinal whiskey, in the belief that existing stocks will last for six or seven years.

The five companies named all have whiskey plants, and were among those hoping to be among the fortunates selected to make whiskey if the permits were issued. The new company is a strong organization, and in the event Federal production permits are finally issued, will undoubtedly be a producer. The Kentucky Distilleries & Warehouse Co., was the largest organization of its kind in the country. The Taylor, Wathen and Hill plants were all big outfits.

Newsy Briefs From the Louisville Trade

J. N. White, Louisville Cooperage Co., reported a very fair demand for kegs and barrels, at steady prices. This company has not produced much cooperage stock in its Southern mills this year, due to flood conditions. In Eastern Kentucky the company has hauled out a considerable amount of material.

According to report the Paducah Cooperage Co., Paducah, Ky., has been busy through July and August, and has a good volume of orders on hand. This company plans to enlarge its dry kiln capacity.

W. L. Minick, of Waynesboro, Pa., was named to succeed F. H. Simpson, of Flora, Ill., as president of the International Apple Shippers Association, at the thirty-second annual convention held at the Brown Hotel, Louisville, in early August.

Mr. Minick formerly was vice-president of the association. Mr. Simpson, the retiring president, was made a member of the executive committee.

Other officers elected Friday were E. E. Samson, Yakima, Wash., vice-president; George W. Davidson, New Orleans, re-elected treasurer; R. G. Phillips, Rochester, N. Y., re-elected secretary. In addition to Mr. Simpson and Mr. Samson, members of the Executive Committee elected were W. L. Wagner, Chicago; E. W. J. Hearty, New York; W. L. Brogden, Raleigh, N. C., and Thomas Collins of Boston.

R. V. Bahr, chairman of the Membership Committee, reported an increase of 151 members during the year, making the total membership approximately 1,100.

J. R. Williams, for the past several years sales manager of the cooperage division of the Chess & Wymond Co., Louisville, has left that organization, and is taking a short rest at his home in Louisville. Mr. Williams has been in the tight barrel business for many years.

I. C. C. Find Stave Rates to Mobile Unreasonable and Prejudicial

Export and coastwise freight rates on lumber, logs, cross ties, and staves in carloads, from points on the Muscle Shoals, Birmingham and Pensacola Railway to Mobile, Ala., have been found to be unreasonable and unduly prejudicial by the Interstate Commerce Commission. The commission has prescribed reasonable and non-prejudicial rates for the future and ordered reparation to parties damaged by the excessive rates.

The complaint was instituted by the Mobile Chamber of Commerce and Business League, the S. K. Taylor Lumber Company and the Foye Tie and Lumber Company of Mobile, naming the Muscle Shoals Railway Company and the Louisville and Nashville Railroad Company as respondents. The amended complaint alleged that rates on lumber, logs, cross ties, piling and staves in carloads from stations on the Muscle Shoals, Birmingham and Pensacola to Mobile for export and coastwise movement, are unreasonable and unjustly discriminatory and unduly prejudicial to complainants and the port of Mobile, and undüly preferential to Pensacola, Fla.

The complainants argued that since Mobile and Pensacola are in active competition, any difference in rates subjects Mobile to undue prejudice and that therefore the rates to these ports should be the same or bear the proper relationship to each other.

In the course of its report the commission pointed out that the present domestic rates on lumber, cross ties and staves to Mobile were in accordance with a previous order, made 3 cents higher than the rates from the same stations to Pensacola.

"We find that the rates on lumber, cross ties and staves, carloads," the commission said, "from points on the Muscle Shoals to Mobile, for export and coastwise movement, were, are, and for the future will be unreasonable to the extent they exceeded, exceed, or may exceed the present domestic rates on the same commodities from and to the same points; that the rates on logs, carloads, for export, from and to the same points, prior to January 5, 1925, were unreasonable to the extent that they exceeded the export rates on logs effective on that date from and to the same points; and that the rates on logs for coastwise movement, carloads, from and to the same points, are, and for the future will be unreasonable to the extent that they exceeded, exceed, or may exceed the export rates on logs effective January 5, 1925, from and to the same points."

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CORRESPONDENCE

The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

IMPORTANT ARTICLES IN THIS ISSUE

Editorials.
Wants in Cooperage Lines.
Chemical Industry Offers Splendid Opportunities for Wood Barrel.
Manufacture of and Uses for Cooperage in Great Britain.
Cooperage Exports for 1926.
European Staves in Marseilles Market.
I. C. C. find Stave Rates to Mobile Unreasonable.
Rate Increase on Forest Products Suspended.
Apple Crop Conditions.
Prospects Indicate Large Sweet Potato Crop.
1927 Grape Crop Estimates Higher Than for 1926.
Cranberry Crop Outlook Favorable.
Bright Prospects for Fall Business in Louisville.
Cooperage Conditions in New Orleans Encouraging.

Chemical Exposition Offers Big Opportunity to Boost the Wooden Barrel

THE Eleventh Exposition of Chemical Industries will be held in the Grand Central Palace, New York City, from September 26th to October 1st, and from information that has come to THE JOURNAL many distinctive and outstanding achievements of the Chemical Industry and its related trades will be featured at this Exposition, noteworthy among which is a section devoted to exhibits of shipping containers. THE JOURNAL considers the yearly Expositions of the Chemical Industries of utmost importance to the manufacturers of cooperage and cooperage stock, for in the chemical and allied trades are untold opportunities for the increased and extended use of the wooden barrel.

The cooperage industry will be represented at the Chemical Exposition by an exhibit of wooden barrels, both tight and slack, under the direction of The Associated Cooperage Industries of America, and there is every reason to predict that the cooperage exhibit at the 1927 Chemical Show will have far reaching and profitable results.

Right now, when the chemical industry is practically going through its greatest development, is the time when the cooperage industry, individually and collectively, should be making its greatest effort to demonstrate the superiority of the wooden barrel as a shipping package and to establish its leadership throughout the entire chemical industry.

Why the wooden barrel, as the perfect shipping package, should and will interest the chemical industry at this particular time, more than at any other period, is that chemical manufacturers today are not only giving attention to production and to the creating of new products, but they are also vitally interested in getting their materials to the consumer in first class condition.

What *Industrial and Engineering Chemistry* has to say on the subject of shipping packages in the chemical trades should prove vastly encouraging to every wooden barrel maker, and we quote the following for that purpose and with the hope of stirring the cooperage trade into action at a time when action will mean increased business, so far as wooden barrel sales are concerned. "Emphasis will be laid upon packaging, weighing, labeling and handling equipment. The subject of containers has long been a troublesome one, for in the past many products of the chemical industry have been marketed in such disreputable packages that attention was directed to the matter some time ago. Not only is the use of such packages detrimental from the sales point of view, but in some instances the common carriers have refused to accept some commodities for transportation, not primarily because of their hazard, but chiefly because of carelessness in the methods of packing. This unfortunate situation is now much relieved and the exhibits to be found this year at the Exposition will prove of great assistance to chemical manufacturers."

There is no question or doubt, but that the wooden barrel is the best package for the shipment of chemical products, irrespective of whether these products are of a dry or liquid nature. Consider the shipping package problem from any angle you choose,—economy, strength, sanitation, accessibility, reduced handling and labor costs, etc.,—and it will have to be admitted, if the truth be stated, that the wooden barrel has the advantage.

As an instance—the ease with which loaded barrels can be handled, is strikingly illustrated at the precise moment this editorial is being written. From THE JOURNAL'S office windows may be seen the steel construction work on a new 30-story office building under erection. Several loads of barrels containing material, have just been hoisted from the ground to the eighth floor of the construction. As these barrels land, they are easily tipped over by one man, rolled across various obstructions, such as steel girders, and landed in their proper place. How different is this picture from the one illustrated only recently during excavation operations for the same building, when the combined services of two men were necessary to tip steel drums containing oil and gasoline for air compressors, and the services of two men for the rolling of each drum down a runway.

The cooperage exhibit of The Associated Cooperage Industries of America at the Exposition of Chemical Industries, as well as the full page advertisement carried by the Association in one of the leading chemical publications, and the full page advertisement on the front cover of the September number of THE JOURNAL, booming the wooden barrel, will do much toward attracting the favorable attention of chemical manufacturers to the wooden barrel.

But the work of campaigning the chemical trades is not only an Associational work, and work for THE JOURNAL to do. It is also the work of each individual in the cooperage industry who produces barrels for any branch of the chemical trades. And the time to do this campaigning is now, when the shipping package question holds the eye of the chemical producer. Substitutes for the wooden barrel are already in the field and making headway, due to their progressive selling and publicity methods more so than to any advantage which they may claim to have as a shipping container, and if this competition is to be overcome it is absolutely necessary that the same kind of progressive selling and publicity methods be employed for the wooden barrel.

The cooperage trade has, in the wooden barrel, an unbeatable shipping package, but we must tell and sell the consumer its advantages and superiority over all other shipping packages, and we must keep telling and selling these advantages and this superiority if we are to hold and increase our trade at the same time that we keep our business alive and profitable.

Invisible Imports Revolutionize U. S. Trade, "Unfavorable" Balance of Trade Bugaboo Wiped Out

IN these days when one must step fast to keep up with the pace set by business, it is not surprising to note that the heretofore accepted method of calculating our position in the world's trade on the basis of merchandise exports and imports has become obsolete.

A balance sheet of the United States Foreign trade for 1926 issued recently by the Department of Commerce would appear to demonstrate the fact that we no longer need dread the former bugaboo of an "unfavorable" balance. The United States is now the creditor nation of the world, and because of this the "balance of trade" in commodities has become an inconspicuous item.

Our commodity exports in 1926 totalled $4,808,000,000, while our imports amounted to $4,431,000,000. This indicates a "favorable" balance of $377,000,000. But there are other phases to the situation which must be considered, and this $377,000,000 fades away when one notes the $700,000,000 which represents the approximate spendings of American tourists for the year 1926.

The average citizen might become exercised over what looks like the wiping out of our favorable trade balance, and the setting up of an unfavorable trade balance. But further consideration of the balance sheet reveals the fact that this $700,000,000 spent by Americans abroad is greatly offset by interest and dividends paid to Americans by foreign countries and foreign industries on American capital invested abroad.

While these spendings and incomes do not appear in the statistics of commodity exports and imports, they are nevertheless of the utmost importance in calculating our economic position in the world.

Analyzing our favorable balance of trade, including both commodity exports and imports and the "invisible" spendings and incomes, Secretary Hoover says: "If our large invisible imports should expand as rapidly as the income from our foreign investments, our favorable balance of trade might continue indefinitely. * * * * When our investments abroad yield us more than we relend—and the time may or may not be soon—our foreign-investment operations will again constitute a net invisible export. The effect may again be absorbed entirely by other invisibles; or it may not. It is therefore impossible to predict with assurance that the United States will ever have an unfavorable balance of trade."

Secretary Hoover's analysis would seem to indicate that we need no longer fear an unfavorable trade balance, nor in fact, any set backs that we may experience in foreign markets. In other words, it is the "invisibles" that are influencing the trade balance of today, to a greater extent than ever before, and there is every possibility that these "invisibles" will steadily increase.

Wants in Cooperage Lines

Cottle Cooperage Co., 2427-29 Dickson St., St. Louis, Mo., is in the market for 30" heads for slack cooperage.

H. T. West Company, 132 Library St., Chelsea, Boston, Mass., is always in the market for empty tight barrels.

Easton Cooperage Co., 51 N. Delaware River Rd., Easton, Pa., is in the market for a quantity of beer half barrels, in any condition.

Apple Barrel Demand Speculative—Sweet Potato Barrels Moving Freely—C. M. Van Aken

There has been a fair volume of cooperage moving throughout this section during the past month. The rush for cooperage to supply barrels for Irish potatoes is past, but the sweet potato crop is coming on, and while this is not anywhere near as large as the Irish potato crop, and, consequently, does not require as many barrels, still, in the aggregate, it means a fair volume of business and stock is moving for that class of barrels right along.

The apple crop is a matter for speculation. In some sections the crop will be light and the coopers have enough material on hand to supply their barrels needed. In other sections the volume is greater, but the quality is more or less impaired. If the price justifies shipping apples ungraded there will be quite a rush for barrel material within the next month or so, but if the market price of apples only justifies shipping that grade of apples that can be classified No. 1, then the barrel demand will be considerably curtailed and cider mills and driers will have a flood of apples.

Were it not for the uncertainties in business, I imagine that business would be too easy. We have surely had an abundance of uncertainties this year. In spite of this, however, the business in this locality has been fairly profitable.

Canadian Apple Crop Has Suffered a Setback, Although Fruit May Size Well—W. A. Fraser

Since my last letter, the apple crop in Ontario and Quebec promises to be less than in July, in fact the apple barrel coopers, basing their judgment on the present indications of the crop, have, in a great many cases, discontinued making apple barrels, and it is my opinion that the yield of apples will not be more than fifty per cent. of last year, in both the provinces referred to above. The one thing that will help out is, that we have had favorable growing weather, and the fruit may size well.

There has been little change in the flour and sugar barrel business during the past few weeks, and consumption has been a bit draggy in these lines, but we are looking forward to the flour business in particular, to pick up in September.

As far as we can figure, there is sufficient stock in the hands of the Canadian mills to take care of the various requirements of cooperage at least for the balance of 1927.

Chemical Industry Offers Splendid Opportunities for Wooden Barrel Trade Extension Activities

Every Branch of the Chemical Trade a Consumer or Prospective Consumer of Wooden Barrels—Substitute Containers Already Have Foothold in Field But Proper Trade Extension Activities Will Gain the Leadership for the Wooden Barrel

Business conditions in the chemical and allied trades are very favorable at present with exceptionally good prospects for the future.

According to reports carried in chemical trade publications and statements of chemical producers, manufacturing activities in industries that are extensive users of chemicals, are favorable to a large demand of raw materials. It is true that here and there, stocks of materials and finished products are heavier than a year ago, but these stocks do not appear to have any deterrent effect on production.

The buying interest among chemical consumers is very encouraging. However, there is a very noticeable increase in the use of substitutes for the wooden barrel, due undoubtedly to the constant efforts on the part of substitute container manufactures to extend the market for their products. Especial attention is called to the letter written by the Barium Reduction Corporation to the JOURNAL on the subject of shipping packages, which letter is reprinted below. This concern manufactures its own cooperage, but advises that there is a gradual inclination toward paper bags instead of wooden barrels.

With the rapid advancement being made by the chemical and allied trades, there is a wonderful opportunity for the extended use of the wooden barrel as a shipping package, but to gain this end, there must be a greater activity on the part of the cooperage trade to prove and demonstrate the many advantages which make the wooden barrel the desirable shipping package for chemicals.

The following reports from manufacturers of chemicals will prove valuable reading, as they not only show existing business conditions in that industry, but also indicate the types of shipping package that are employed.

—

Good Conditions Prevail in Barium Trade

CHARLESTON, W. VA.
August 16, 1927.

EDITOR, THE JOURNAL:

We consider business conditions in our industry good at this time.

We use about 25,000 slack barrels per year for our product which we manufacture from meal grade ash staves, pine heading and flat steel hoops.

With regard to the question of shipping packages we notice a gradual inclination toward paper bags instead of wooden barrels.

We are not in the market for cooperage stock at this writing.

Very truly yours,
BARIUM REDUCTION CORP.

A Great Future Awaits the Chemical Industry

BROOKLYN, N. Y.,
August 27, 1927.

EDITOR, THE JOURNAL:

The Chemical Industry like a great many others is passing through a transition period. Old processes are being improved and new processes being developed, and the companies that survive will be the ones that are able to take advantage of the vast amount of new knowledge made available by research in the chemical and engineering fields.

The Chemical Industry like the Steel Industry is a basic business finding application in every line of manufacture and also in agriculture.

As the steel and metallurgical products have progressed far from the crude productions of a few years ago to the special alloys and high grade steels which are today serving a multiplicity of uses; in a similar way there is being developed special chemical products for doing things in a better way, and for doing things chemically which were formerly done in a less efficient manner.

This tendency is becoming more and more apparent and truly this is the age of the chemical specialist, and a great future lies ahead of the one who can vision new ways of achieving better results.

Very truly yours,
JOHN C. WIARDA & Co.
Howard B. Bishop, *President.*

Chemical Industry and Its Branches Will Make Marked Advance During Coming Year

CHICAGO, ILL.,
August 29, 1927.

EDITOR, THE JOURNAL:

The development of the lacquer industry has given tremendous impetus to all forms of lacquer manufactures and materials. Our branch of the chemical industry is practically confined to these lines and to paint and varnish manufacture. A tendency towards technical business in all these lines is developing with great rapidity.

The lacquer industry calls for the highest grade of technical skill at every point in the game and great advances have been made in the manufacture of solvents, pigments, nitrocellulose, nitrated cotton, plasticizers, etc. A symposium of fifteen or twenty papers on the subject was one feature of the meeting of the paint and varnish division of the American Chemical Society at Richmond, Virginia, and a similar symposium is to be held filling three days' time at the Detroit meeting of the Chemical Society in September. This in itself goes to prove my point. We are all looking forward to even greater advances along this line in a year or two.

Very truly yours,
PAINT OIL & CHEMICAL REVIEW,
O. McG. Howard.

Consider Business Conditions Healthy

CHELSEA, BOSTON, MASS.
August 15, 1927.

EDITOR, THE JOURNAL:

We are constant users of wooden barrels, that is, tight cooperage for the shipment of turpentine, linseed oil, alcohol, etc.

We buy about 10,000 empty barrels a year from various sources, therefore are always in the market.

We are finding business conditions very healthy. Payments are reasonably good. There is a summer dullness to trade, which being seasonable, is not alarming. Conservatism is so wide spread everywhere except in the stock market, that we are looking for a continuance of good business indefinitely despite the predictions of some of the economic services. Undoubtedly, however, economy should be practiced by all, and one of the best ways to do this is to use good cooperage.

Yours very truly,
H. T. WEST COMPANY.
H. T. West, *Pres. & Treas.*

Use 5000 Barrels Yearly

PHILADELPHIA, PA.,
August 15, 1927.

EDITOR, THE JOURNAL:

Last year, we purchased approximately five thousand (5,000) barrels regularly under contract. We do not make barrels for use at our Chester works, nor for use at our Anderson works, although we used to make barrels in our own barrel shop at Anderson, Ind.

Respectfully,
PHILADELPHIA QUARTZ CO.
H. W. Elkington

—

SHEFFIELD BY-PRODUCT CO., HOBART, N. Y., advise that they use 5,000 200-lb. flour barrels and 2,000 50-gal. oak barrels yearly in the shipment of their products. They do not say how they procure their cooperage.

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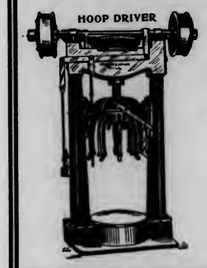

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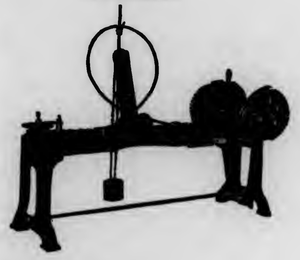
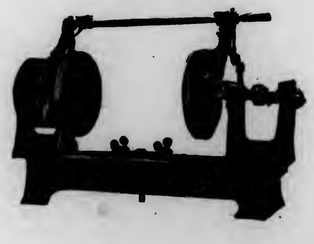
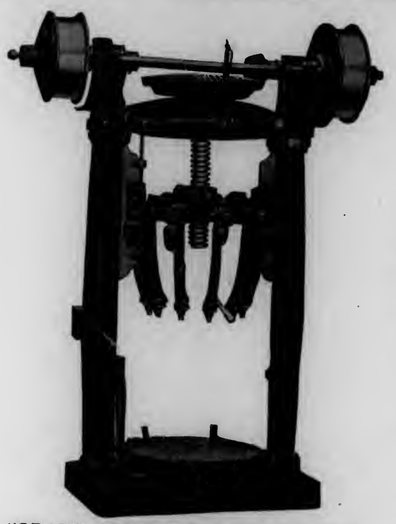


BARREL LATHE





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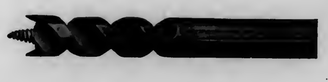

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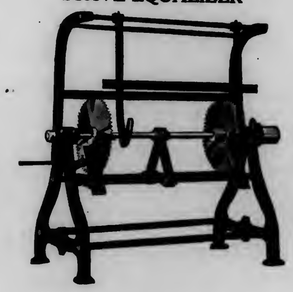
STAVE EQUALIZER



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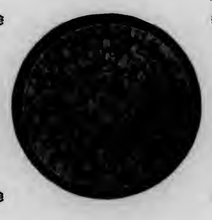

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Brief Reports From Chemical Manufacturers

CHEMICAL COMPANY OF AMERICA, SPRINGFIELD, N. J., report good business conditions prevailing with them. They use but 200 wooden barrels per year, the majority of their products going forward in steel drums.

THE ATLAS MINERAL PRODUCTS CO., MERTZTOWN, PA., find trade good at present. They use about 10,000 barrels and kegs yearly, which they purchase. They say they have an excellent source of supply for their cooperage needs.

THE WELSBACH COMPANY, GLOUCESTER, N. J., say their consumption of cooperage is not large and that their needs are met by incoming shipments of materials in barrels. Trade conditions with them are fair.

PIERCE & STEVENS, INC., BUFFALO, N. Y., say that the summer months are usually dull with them but the prospects for the fall months are bright. They use 100 barrels yearly which are supplied by local coopers.

GENERAL CHEMICAL COMPANY, 40 RECTOR ST., NEW YORK CITY, make no report as to how business is with them, but say that their use of cooperage approximates 5,000 50-gal. fir barrels and 100,000 19⅛"x30" slack barrels yearly. They contract for their cooperage requirements.

SUNFAIR CHEMICAL COMPANY, ALBANY, N. Y., are having a good demand at present. They are not using wooden barrels, their shipments going forward in steel drums.

SPENCER LUCAS COMPANY, CAMDEN, N. J. are enjoying a normal business. They use 2,500 wooden barrels and 500 wooden kegs, for which they contract.

SYNTHETIC IRON COLOR COMPANY, RICHMOND, CAL., report trade conditions good at present. They use 800 barrels monthly, which are supplied by nearby dealers.

THE BAY STATE DISTRIBUTING COMPANY, BOSTON, MASS., tell us that while they are enjoying a fair amount of business at present, they ship their products in steel drums instead of wooden barrels.

SUNSHINE SODA CO., 30 W. 15TH ST., NEW YORK CITY, advise that the volume of business is very good right now, and the outlook for the future is excellent. They are not in the market for cooperage at this time.

H. A. MONTGOMERY CO., DETROIT, MICH., report good conditions in their industry. They use approximately 500 wooden barrels monthly which are purchased from local coopers.

C. G. DERICK, 610 W. STATE ST., CALUMET CITY, ILL., finds trade fair just at this time. Mr. Derick uses about 100 barrels and several hundred veneer containers in the shipment of his products.

THE GLOBE CHEMICAL CO., CINCINNATI, OHIO, say that business with them is very good. They use about 2,000 wooden barrels and purchase their barrels from local coopers.

LATIMER-GOODWIN CHEMICAL CO., GRAND JUNCTION, COLO., find business good just now. While this firm use no barrels for their chemical products they purchase a considerable number of barrels for the output of a vinegar plant in which they are interested.

TAR PRODUCTS CORP., PROVIDENCE, R. I., reports a fair volume of business for this time of the year. They use about 500 barrels monthly which are purchased from local coopers.

THE AVRI CHEMICAL CO., JERSEY CITY, N. J., advise that business with them is good, but that they do not use wooden barrels.

EDWARD T. BEISER COMPANY, INC., RIVERSIDE, CONN., look for a good run of business for the balance of the year. They use no cooperage, most of their output going forward in glass containers.

Peak Reached in United States Chemical Exports

The United States exports of chemicals and allied products attained the high figure of $97,188,000 during the first six months of 1927, an increase of 15 per cent. over the first six months of 1926, while the imports of $103,936,000, although higher than in some of the preceding years, were 11 per cent. below those of the corresponding period a year ago.

For the past few years, owing to a greater activity on the part of American exporters of chemical and allied products and the general appreciation by American manufacturers of the benefits derived from larger foreign sales, exports of chemicals have been steadily increasing and the difference between exports and imports lessening, until during the first half of 1927 the exports were only $6,700,000 under the imports. As in other periods, imports were comprised largely of crude and semi-manufactured products not indigenous to the country and for use in the American chemical industry. They are, therefore, always large.

The improvement in exports was rather general in most of the groups, the largest, 97 per cent., being in coal-tar products—especially in crudes. Other notable increases were in industrial chemicals and pigments and paints, while the fertilizer, medicinal, and toilet preparation groups were about holding their own.

In the imports, however, the depression was rather general, with fertilizer receipts one-third smaller and gums and resins one-tenth less than in the first six months of 1926. Offsetting these important declines were the 20 per cent. gain in coal-tar products, particularly creosote oil, and the 32 per cent. increase in toilet preparations, primarily perfume materials.

Naval Stores, Gum, and Resin Exports Total $16,508,000

Naval stores, gums, and resins, one of the major groups accounting for one-eighth of the total trade, recorded a 9 per cent. increase in exports to $16,508,000 in January-June, 1927, and a 11 per cent. decline in imports to $17,175,000, as compared with the January-June, 1926, period.

Rosin and turpentine comprise the bulk of the exports. A marked drop from the high prices of 1926 characterized the trade of these commodities. Exports of rosin rose from $10,782,000 (491,200 barrels) in the first half of 1926 to $11,598,000 (625,500) barrels) in the first half of 1927, and spirits of turpentine from $3,502,000 (3,724,000 gallons) to $4,059,000 (5,957,000 gallons). Germany, the best customer for rosin, purchased nearly one-third more in the 1927 period, or a total of $2,718,000 (151,000 barrels), while the United Kingdom, the second best customer, took one-eighth more, or $2,275,000 (123,300 barrels).

Of the spirits of turpentine shipped abroad, the United Kingdom continued to lead with one-third of the total, or $1,317,000 (2,170,000 gallons), an increase of 82 per cent. in quantity. The Netherlands and Germany, the next largest consumers, doubled their quantities to 915,000 and 885,000 gallons, respectively. Exports of wood rosin and wood turpentine changed but little during the two periods under discussion, $1,070,000 (65,200 barrels) of wood rosin and $198,000 (303,300 gallons) of wood turpentine having been exported during January-June, 1927.

Industrial Chemicals Increased 17 Per Cent. Over 1927

The industrial chemical group accounted for one-fifth of the exports and one-seventh of the imports. Once more the exports surpassed the imports by over $3,400,000, and the movement in both directions was upward. Exports increased 17 per cent., from $15,446,000 in the first half of 1926, to $18,092,000 in first half of 1927, and imports 7 per cent., from $13,690,000 to $14,675,400.

Of interest to American exporters was the ever-increasing demand from foreign consumers for American insecticides, disinfectants, deodorants, etc., which class more than double the figure for the corresponding period of 1926. Sodas, likewise, reflected favorable conditions, all compounds with the exception of cyanide and bicarbonate showing larger amounts sent abroad.

Citrate of lime stood out prominently in the import trade, with a most pronounced decrease from $238,000 (2,318,000 pounds) in January-June, 1926, to $17,000 (166,000 pounds) in January-June, 1927. Although more refined glycerin was purchased from abroad in the first six months of 1927, less crude came into the country.

Pigment, Paint and Varnish Exports Show General Increase

The pigment, paint, and varnish group aggregating $10,350,000 made the third tenth of the total export trade and surpassed during the first half of 1926 by $1,000,000, or 10 per cent. The improvement was rather general in all classes—bone and lamp blacks, white lead, enamel paints, oil varnishes, and other than ready-mixed being the exceptions. The largest increases occurred in carbon black, which gained 25 per cent. in value and 44 per cent. in quantity and in varnishes other than oil including lacquers, which more than

doubled in values shipped. This increase in the latter class is but another indication of the growing popularity, not only in domestic but in foreign markets as well, of American lacquers.

Figures for the chief items were as follows: Mineral earth pigments, ochers, etc., $538,000 (17,492,000 pounds); zinc oxide, $1,000,000 (15,958,000 pounds); white lead, $441,000 (5,134,000 pounds); other chemical pigments, $382,000 (7,207,000 pounds); carbon black, $2,237,000 (26,692,000 pounds); enamel paints, $550,000 (199,000 gallons); other ready-mixed paints, $2,730,000 (1,333,000 gallons); other paints, $954,000 (4,865,000 pounds); oil varnishes $439,000 (249,000 gallons), and varnishes other than oil and including lacquers, $831,500 (378,200 gallons).

Imports of this category, which were less than one-fifth the exports equaling $1,916,000, changed but 1 per cent. The most noticeable alteration was made in the ocher and sienna class when quantity dropped from 11,062,000 pounds in the first half of 1926 to 9,451,000 pounds in the first half of 1927, while value rose from $194,000 to $223,000.

Increased Cooperage Demand Looked For in Buffalo

The slack cooperage trade is fairly active with good prospects for increased operations in short time; that is, when the first new wheat begins to arrive. That is likely to happen inside of ten days, according to latest reports. Buyers of flour have been withholding purchases until the market has a more settled tone. September generally shows a better volume of flour barrel business and no change from the usual schedule is expected this year.

Apple Crop Conditions Very Unsettled

Reports from the fruit districts are unfavorable and it is considered doubtful if apples will turn out more than half as well as last year. There is a scarcity of apples, both of good and poor quality, and prices will be high. Cider and vinegar are likely to sell higher this fall. Apples on the trees in Niagara, Orleans and Monroe counties are bringing $1 per hundred weight, as against 25 cents last year. Instead of the fruit being given away, the growers who are fortunate enough to have a fair yield are getting favorable prices and selling it readily.

New Apple Grading Law in Effect

The new apple grading law for this State is now in effect and growers should obtain stencils for complying with the requirements. Copies of the law, together with the grades, rules and regulations promulgated by Commissioner Berne A. Pyrke may be obtained by application to the Department of Agriculture and Markets, Albany, N. Y.

The grades established under the new law are: U. S. Fancy, U. S. No. 1, U. S. Commercial, U. S. No. 2 and Unclassified. All markings in letters or numbers must be not less than ½-inch in height on barrels and not less than ⅜ of an inch on other packages.

Cooperage Company Erecting New Buildings

The Peter Pfeil Cooperage Works, 223 Madison Street, is expanding its operations in this city, having recently purchased a tract of land at Bailey Avenue and the Erie Railroad, north of Dingens Street, for the erection of new buildings. This company is the oldest establishment in the tight cooperage line in this city. An addition 50 by 150 feet is under construction and will be completed within a short time. It will be employed for making tanks, especially acid tanks. The woods employed in making these tanks include fir, cypress and pine. When the new building is completed the tank department will be centered there and the present location on Madison Street will be used entirely for tight barrel work.

Happenings in the Buffalo Trade

H. T. Pennypacker, president of the Quaker City Cooperage Co., is spending a few days at his camp in Canada. While it is stated that the company will rebuild its plant, which was destroyed by fire on July 11th, no plans for the work have as yet been filed. As the company had the largest barrel factory here, it will no doubt start the work of rebuilding at an early date.

Edward B. Holmes, president of the E. & B. Holmes Machinery Co., left a few days ago for a vacation trip to the Pytonga Club, in upper Canada.

Frank T. Tindle, of Jackson & Tindle, left on August 12th for a month's vacation, during which he will visit the Grand Canyon, Portland, Seattle and Los Angeles, accompanied by his son and daughter.

Fred L. Ferris, a well-known fruit dealer of Albion, N. Y., and formerly engaged in the cooperage business there, died suddenly on August 10th at his home, aged 59 years. He had walked to the postoffice and his death occurred on his return. While he was seated at his desk he was seized with a sudden and fatal heart attack. He was the owner of extensive farm lands in Orleans County and had a wide acquaintance among fruit growers and dealers. He is survived by his wife and three sons, Fred., Jr., Napoleon and George.

The International Milling Co. has completed its new flour mill and elevator in this city and received its first grain by lake. Milling will begin this fall.

Industrial activity is booming at Bridgeburg, Ont., across the river from Buffalo. Three new factories are in prospect there. A Buffalo chemical company has bought a large tract there and the Peace Bridge Brewing Co. will start work on a new plant next October.

Rebuilding Cooperage Plant

The Mitchell Cooperage Co., London, Ont., is rebuilding its plant recently destroyed by fire.

Rate Increase on Forest Products Suspended

The Interstate Commerce Commission has ordered suspended until March 10, 1928, tariffs filed by the Louisville & Nashville Railroad Company, containing schedules stating new individual and joint regulations and practices affecting rates and charges on lumber and forest products between Southern territory and interstate points, which were to become effective August 10th.

The schedules filed by the carrier make certain increases in rates for the interstate transportation of lumber and forest products in carloads, and the suspension was ordered to give the commission an opportunity to conduct an investigation into the rates proposed in the schedules.

The commission also ordered that the present regulations and practices remain unchanged until the suspension and investigation proceeding has been finally disposed of.

Beverage Bottlers in New Orleans Are Enjoying Excellent Business

The bottlers of soft drinks are now doing an enormous business, but are buying entirely too much of the sugar in bags to suit the coopers. Sometimes, however, they get in a few cars of barreled sugar. This in the first place helps the makers of the barrels, and then when the packages are thrown in the market they give some business to the dealer in used packages. From the cooper's point of view, however, the chief value of the bottling plants lies in the large numbers of tight barrels and kegs they use for their flavoring extracts. Business is good in that line.

St. Louis Cooperage Co. Installs Universal Dry Kiln Equipment

The St. Louis Cooperage Company, St. Louis, Missouri, manufacturers of tight and slack barrels, kegs, staves and headings, are installing Universal Vacuum dry kiln equipment, by converting one of their present old style dry kilns into the new Universal Vacuum Dry Kiln type made by the Universal Vacuum Dryer Co., Kansas City, Missouri.

To Erect New Cooperage Plant

The Bauer Cooperage Co., 55 Hampshire St., San Francisco, Cal., plans the erection of a new plant to cost $100,000.

Geo. Carmick Co., 421 Canal Street, New York City, plans the erection of a two story chemical plant at 2-24 Mt. Pleasant Ave., Newark, N. J.

C. Lennig & Co., Richmond and Kennedy Streets, Philadelphia, will erect a new chemical plant at a cost of $15,000.

Manufacture of and Uses for Cooperage in Great Britain

Dealing With British Cooperage Trade Through Recognized Importers Advocated—Specifications Which Apply to Various Types of Slack and Tight Barrels—Second Hand Barrel and Cask Trade Growing

By A. E. BOADLE*
American Trade Commissioner

PART II

Of the comparatively few complaints made against American staves, the principal one is said to be for sap damage, caused by the staves having been stored for so long a time before shipment that the sapwood has become porous. Generally speaking, American exporters know what this market requires and are careful to supply it.

Consignments Are Not Profitable to Shippers

Importers look upon stave consignments as an opportunity to get a bargain after the charges for yarding and storage have become so heavy that they must be disposed of, according to the statement of a British stave agent. These consignments invariably result in a heavy loss to the shipper, and American stave exporters should take warning against indulging in such a practice. Consignments not only result in a direct loss to the shipper who makes them but they ruin legitimate trade, as it is difficult to persuade an importer to place a firm order for future delivery when, by waiting, he knows it is more than probable that he will be able to fill his requirements at his own price from stocks shipped unsold. Although during the immediate postwar boom stave consignments may have been profitable to American exporters, it is certain that they have not been since, nor are likely to be again for a long time to come. The only way by which the trade in staves with Great Britain can be profitable is by restricting it to a firm order basis.

Tendency to Centralize Purchasing

There are comparatively few stave importers in Great Britain, and the amalgamation of numerous Irish and Scottish distilleries during recent years has concentrated the buying of American whiskey staves in comparatively few hands.

In addition to the regular importers who supply the coopers with their requirements, some of the larger consumers, who operate their own cooperage plants because of their size and importance, are recognized as importers in the trade and buy on importers' terms. This, however, is exceptional, and because it is done in a few particular instances the selling direct to consumers by American stave exporters can not be advocated. The regular custom of the Trade in dealing with importers through an agent should be adhered to.

Basis on Which Staves are Sold

American staves are sold on the basis of average width, the usual being 4½ inches inside the sap; in other words, one mille is the equivalent of 5,400 inches and the invoice is computed accordingly. In order to prevent the inclusion of too many narrow staves, contracts occasionally limit the number of pieces to 1,200 to the mille.

Making Casks for the Palm Oil Trade—Stewart & Douglas Cooperage, Liverpool, England

No Import Stave Association in Great Britain

There is no trade association exclusively representing the stave import trade, but many of those interested in it are members of the Timber Trade Federation of the United Kingdom.

Kinds and Uses of Cooperage Imported

Cooperage in all its forms is imported into the United Kingdom, but of most importance are the tight staves.

Tight cooperage is, with few exceptions, made from imported oak staves, and it is used for the transportation and storage of malt and spirituous liquors, palm oil, kerosene, cured fish, vinegar, etc., and for the manufacture of tubs, churns, etc. The principal exceptions are the barrels used by the pickled-herring industry, which are made of Swedish spruce, and those to hold glucose, for which American gum is preferred.

Tight Shooks for Glucose

Although attempts have been made from time to time by American exporters to induce the British cooperage industry to use tight shooks instead of staves for the manufacture of barrels, little headway has been made so far. The glucose industry, however, is an exception, and it is probable that most of the 19,053 sets of tight shooks, valued at $32,611, exported from the United States to the United Kingdom during 1925 were of gum and used for the manufacture of glucose barrels.

Slack Staves for Cement and Chemicals

North European and Baltic spruce and pine staves sold as fir are imported into the United Kingdom in very large quantities for the manufacture of containers for cement and dry chemicals and, to a smaller extent, for pottery. In addition to these, some American slack gum staves are imported for making flour barrels. During 1925 the United States exported 1,647,142 slack staves, valued at $74,846, to this market, most of which were probably used to make containers used by the flour-milling industry for their export trade.

Importations of Heading

Of the heading imported into the United Kingdom that of oak and gum from America is the most important, a total of 476,273 sets, valued at $168,715, being exported from the United States to the British market during 1925.

Second-hand Barrel and Cask Trade Growing

Some new empty oak barrels are imported for use by the British brewing industry, principally from Germany and the Netherlands, made from Russian and Polish staves. The number, however, is comparatively small and their importation is not looked upon with favor by the British cooperage industry.

Empty secondhand casks to the number of 24,668, valued at $194,597, were also imported from the United States during 1925. After cleaning and repairing, they are knocked down and shipped to West Africa in shook form for use as palm-oil containers.

There is also a considerable business done

* Reprinted from *Commerce Trade Bulletin*, No. 486.

in other secondhand barrels, which are imported filled with packing-house products, paraffin, edible oils, etc., principally from America. After being emptied of their contents, cleaned and repaired, they are sold for use as containers for products similar to those which they originally held.

Hoops from American Sources

American elm hoops, 5, 5½ and 6 feet in circumference, are also imported by Great Britain for use on flour barrels, etc., but the quantity is not shown in any available statistics.

Brewing Industry Demands Barrels of Memel Oak

Barrels manufactured from what are called "Memel' oak staves are used exclusively by the brewing industry in Great Britain. These staves were originally shipped through the German port of Memel for convenience, although manufactured in

Barrels for Scotch Whiskey made by W. P. Lowrie & Co., Ltd., Glasgow, Scotland.

the Russian Province of Volhynia, but for many years now the name "Memel" has been used to indicate a type of stave rather than the port of shipment.

The "Memel" type of stave is excellent in manufacture and grading, cleft and flat dressed by hand to an exact thickness and width, and in "Crown" quality is practically free from all defects. Russia and Poland together supply the entire stave needs of the British brewing industry.

During the war it was impossible for Great Britain to get supplies of staves from these countries, so that the brewing industry was compelled to go to the United States for them. However, it is asserted that oak staves from that country are not satisfactory for beer barrels on account of its tannin flavoring the beer, so that as soon as European staves were again available the trade returned to their use. As a consequence there has been a surplus of American staves in brewers' sizes in Great Britain ever since. Efforts on the part of United States stave exporters to induce the resumption of the use of American staves for beer casks so far has been unsuccessful; consumption has now been reduced to meager proportions, and there does not appear to be any prospect of immediate revival. Although the "Memel" stave may not have any inherent superiority over the American, the fact remains that the countries where it originates produce a perfectly made stave, which has for generations found favor in Great Britain for the making of beer casks.

Quotations for "Memel" staves and heading are in pound sterling per mille of 1,200 pieces, as of full-size pipe, or per "shoeck" of 60 pieces, computed according to a standard base table known as "The Memel reduction table," using the full-size pipe, 66 to 73 inches, 3 by 6 inches as a base. The following are the standard dimensions of "Memel" staves and heading: 3 by 6, 2½ by 5, 2¼ by 4½, 2 by 4, 1¾ by 3½, 1½ by 3, 1¼ by 3, and 1 by 3 inches, with lengths for pipes 66 to 73 inches, brandies 58 to 65 inches, long hogshead 52 to 57 inches, hogsheads 46 to 51 inches, long barrel 38 to 45 inches, short barrel 34 to 37 inches, long heading 26 to 33 inches, short heading 20 to 25 inches, short heading 17 to 19 inches, and ends 15 to 16 inches. It will be noted that the width is always double the thickness of the stave.

Ninety Per Cent. of Palm Oil Imports Come Through Liverpool

Liverpool is the center of the United Kingdom palm oil trade, it being estimated that over 90 per cent. of the palm oil imported into Great Britain from West Africa comes through this port. The palm oil cask must be of exceedingly strong construction in order to stand rough handling by native African labor. When full of oil, it weighs between 1,600 and 1,700 pounds; the barrels are rolled for many miles on the rough roads, and it is essential that they can stand this treatment without leakage. The palm oil cask of today is the outcome of many years' experience. It is large, carries a heavy weight under varying conditions, has to stand recoopering, make many long voyages, and be strong enough at the head to be slung with hooks when filled, and also be of sufficient strength on the bilge to be stored without damage.

American Staves Superior for Palm Oil Casks

The materials now used for the manufacture of these palm oil casks are the best that can be procured, and for this purpose American staves have been found superior to all others and are used exclusively by coopers supplying this trade.

Palm oil staves are shipped to Great Britain principally from New Orleans and Galveston, and are chiefly of red oak. They may be either flat or circle bucked, and are imported both listed and unlisted. Listed staves are those which have square edges, while the unlisted are shipped as they leave the bucking machine without any dressing of the edges.

The following stave specifications are used for the manufacture of palm oil casks: 44 by 1⅛ inches, prime white and/or red oak, flat or circle dressed, listed 5 inches, average; 44 by 1⅛ inches, prime white or red oak, flat or circle dressed, unlisted; 44 by 1⅛ inches, second quality, white or red oak.

Second Quality Staves Seldom Used

The second quality staves are used in small quantities only. Heading for the casks is manufactured by local coopers out of third or fourth quality Canadian white or red pine lumber. The heading is finished to 38 and 40 inches diameter, principally the former, by 1½ inches thick. At opposite sides of the heading is inserted a small piece called a "cantel," which is made of oak, to strengthen the heading and to allow for the binding by the hoops.

Efforts have been made to introduce American palm oil shooks into Liverpool, but so far they have made little headway.

Palm Oil Casks Make Many Trips

The casks are sold by the coopers to firms engaged in the palm oil trade, and shipped to West Africa in shook form, whence they are returned filled with oil, and distributed to the soap and tinplate manufacturers, who are the largest consumers of palm oil. After being emptied they are resold to the coopers, who repair those that are damaged, and after cleaning and shooking they are sold again to the operators, and reshipped to West Africa.

Good Demand for Second Hand Casks

There is also a considerable demand for second hand casks—in fact, they are preferred to new ones by some palm oil operators on account of their absorbing less oil. While a sufficiently low ocean freight obtained in recent years, quantities of emptied palm oil casks were shipped to Liverpool from America and sold to the coopers. These casks, after being cleaned and repaired if necessary, were converted into shooks, and resold to the palm oil operators for shipment to West Africa again.

Palm Oil Cask Specifications

The Liverpool Produce Association specification for regular palm oil casks (the regular size of a Liverpool palm oil cask is 38 inches and is known as a 38-inch cask), November, 1920, new or second hand, follows:

Staves.—The staves shall be of oak, of a minimum length of 42 inches, with an allowance of 1 inch for wear and tear, and of a thickness of 1 to 1¼ inches.

Heads.—The heads shall be of white or red pine, with two oak cantels, and of a thickness of 1⅜ to 1⅝ inches.

Hoops.—The hoops shall be 10 in number, and of 2 inches by 14 Birmingham wire gauge.

Width.—The outside diameter at ends of cask shall be from 38 to 44 inches.

Metal Container Replacing Wooden Barrel for Kerosene

The use of wooden containers for kerosene has been decreasing for some years in this market, being replaced to a large extent by road tank wagons and metal storage tanks. Second hand barrels, which are used over and over again, fill most needs of the oil industry, and new ones are made only to supplement supplies of the old.

As dealers will not pay any more for kerosene delivered in new barrels, old barrels are used whenever they are available. The new barrels are made almost exclusively by the large oil companies, which operate their own cooperage plants. These companies do not buy their stave and heading requirements from regular importers in Great Britain, but get their supplies direct from the United States.

Under these circumstances, so long as supplies of second hand barrels and such new ones as are made by the oil companies themselves are sufficient to meet the demand, there will be no call for oil barrels from the cooperage industry, and the necessity for importing staves and heading to make them will not arise. Consequently, imports by the stave importers have virtually ceased, being confined to a small quantity of heading for repair purposes only.

American red and white oak are used exclusively for making oil barrels, the staves being circle sawn, kiln dried, and jointed 34 by ¾ inch, average 4½ inches wide. The heading is circled, rushed, doweled, and beveled (completely finished), 20½ inches diameter by ¾ inch, random widths. In addition, some square heading 22 by ¾ inch, random widths, is imported for repair work.

The regulation kerosene barrel is made in one size only and has a capacity of from 40 to 42 British gallons.

Pickled Herring Trade Purchases Many Barrels

Large quantities of staves are imported into the United Kingdom every year for the manufacture of barrels in the export pickled herring trade. The principal herring curing centers are Yarmouth, Lowestoft, and the Isle of Man, in England; Fraserburg, Peterhead, Aberdeen, and Wick, in Scotland; Larwick, in the Shetland Islands; Stronsay, Orkney Islands; and Stornaway, in the Hebrides. It is through these ports that the staves are imported and made into barrels by local coopers and the fish curers. The herring are brought in by drifters, cleaned, and packed in salt for export.

European Staves Largely Used for Herring Barrels

Herring barrels are manufactured largely from flat sawn spruce staves imported from Sweden, and to a small extent from Norway, but the quality and selection, with a few exceptions, are not considered by the consumers as favorably as that grown in Sweden.

Five operations in the manufacture of whiskey cooperage—plant of W. P. Lowrie & Co., Ltd., Glasgow, Scotland, largest producers of whiskey cooperage in Europe.

Small quantities of pine staves from Norway are occasionally imported, this pine having been found suitable for pickled herring barrels.

Some spruce logs are also imported from Sweden and the White Sea (Russia), the latter being considered the best, and manufactured into staves by local coopers. But these staves have not been found as suitable for barrel making as the imported, according to those interested in the consuming industry. This business, however, is comparatively small and is mostly confined to Aberdeen.

In addition to the imported staves and those made out of logs, a fair number are also manufactured in Scotland out of north European spruce lumber and are cut as follows: 2 by 3, 3½, 4, 4½ inches, three staves to the piece; 1½ by 3. 3, 3½, 4, 4½ inches, two staves to the piece; 1¼ by 3, 3½, 4, 4½ inches, two staves to the piece.

The 2-inch stock is cut into staves to make whole and half barrels; the 1½-inch for whole barrels; and the 1¼-inch for half barrels.

The following are the principal sizes of the staves used in the manufacture of herring barrels: Whole barrels, 31 by 1⅛ inch, 2½ to 5 inches; half barrels, 24 by ⅞ inch, 2½ to 4½ inches; quarter barrels, 18 by ½ inch, 2 to 3½ inches.

Apart from a small quantity of heading made from the imported Swedish and Norwegian spruce lumber, there is also imported heading material 18 inches and in multiple thereof in length, ¾ by 4 inches and wider. Apart from these, Scotch fir heading 18 inches in diameter, ¾ by 4 inches and wider, is used almost exclusively in England and Scotland for herring barrels.

Specifications for Dry Fish Barrels

In addition to the pickled herring industry, there is also a small business done in pine and spruce flat sawn staves imported from Sweden, Finland, and Norway for the manufacture of dry fish barrels. The dimension of the staves and heading used for these are as follows: Staves—25 by⅜ inch, to 2½ to 5 inches; 19 by ⅜ inch, 2½ to 5 inches; heading—16 by ⅝ inch, 3 to 9 inches; 13 by ½ inch, 3 to 6 inches.

(Continued in October JOURNAL)

J. A. Spencer, who has been connected with the Pace sawmill operations in Florida, has purchased a site at Milton, Fla., on which he will establish a stave and heading plant.

1926 Cooperage Exports Valued at $10,202,285

Total exports of cooperage in 1926 were valued at $10,202,285, which is very nearly equal to the 1925 export value of $10,519,601. However, sales to the various markets on the whole showed a greater variation than these nearly balancing totals would indicate.

Argentina, which took one-fifth of the total in 1925, took nearly one-third in 1926, increasing its purchases by more than $1,000,000 over the earlier year. Decreases to France, the United Kingdom, Portugal, and Spain—altogether a decrease of $1,140,000, in round numbers—were not quite offset by the gain in the Argentine market of $1,030,000. Other principal markets showing a decline were the French West Indies, Cuba, British West Africa, and the Netherlands, the combined decrease for these exceeding the gains in cooperage sales to Algeria and Tunisia, Australia, and the Dutch East Indies, and to Uruguay, which took the principal increases.

Comparative Totals for Leading Countries

The table below shows the comparative totals for leading countries for the two years:

Value of United States cooperage exports to principal destinations

Country of destination	1925	1926
Argentina	$2,138,269	$3,169,508
Canada	1,150,561	1,136,466
United Kingdom	1,150,714	837,404
Spain	758,061	655,850
Mexico	629,465	626,037
Algeria and Tunisia	417,489	557,029
France	923,922	411,956
French West Indies	468,681	286,787
Cuba	362,452	283,731
Portugal	489,906	281,202
British West Africa	390,419	185,030
Australia	79,547	179,342
Trinidad and Tobago	189,979	169,125
Jamaica	178,038	160,466
Dutch East Indies.	26,675	147,300
Barbados	96,627	139,063
Uruguay	79,457	134,278
Netherlands	208,008	126,395
Kwantung Territory	107,000	99,800
All other countries	674,331	615,516
Total	$10,519,601	$10,202,285

The Canadian, Mexican, and British West Indian markets each took approximately the same value in cooperage as in 1925; France and British West Africa showed the greatest proportionate loss, and Australia and the Dutch East Indies the greatest ratio of gain. Full details of exports as collected by the customs are being issued to the trade by the Lumber Division in a circular giving the 1926 preliminary figures for all export classes.

Export Value of Tight and Slack Cooperage

The tight cooperage export total for 1926 was $8,887,880; the slack cooperage total was $1,314,405. The division was practically the same in 1925, allowing for the $317,000 decrease in the 1926 year's export. However, the sales of tight cooperage in 1925 were $4,075,000 for staves to $3,707,000 for shooks, while a reversal occurred in 1926, the value of tight staves for the latter year receding to $3,544,000, while tight shook exports rose to $4,034,000.

Exports to Argentina Show Increase

Argentina's purchases of tight shooks increased by about $700,000, and Argentina also bought tight staves to the value of $151,926 and tight heading to $115,893, the latter two items comparing with $26,650 and $13,390 in 1925. Cooperage exports in all forms were less to the United Kingdom, which ranked third in 1926, yielding second place to Canada, whose cooperage purchases during 1926 showed no great change from the 1925 demand. France, Spain, and Portugal all buy unfinished staves, as do also the smaller European markets and the Azores, in contrast to the Latin-American markets—even the French West Indies, which purchase mostly shooks and finished heading. Of the Far East and African markets, Australia and New Zealand, Algeria and Tunisia, and British South Africa purchased staves mainly, while the Dutch East Indies and the Straits Settlements, Kwantung and Japan, the Philippines, and British West Africa, took finished shooks and tight barrels, in the main.

Mexico Largest Buyer of Slack Cooperage

Slack stave exports were lower in 1926 by $170,000, which is a 22 per cent. decrease from 1925, but other cooperage export classes, tight and slack, ran to about the same value in each year. The largest exports of slack cooperage in 1926 were to Mexico ($483,412), Canada ($349,912), Trinidad and Tobago ($139,424), and Cuba ($132,472), these four countries taking 84 per cent. of the total.

European Staves in Marseille Market

Consul W. Frost, Marseille, France, has made an interesting survey of the domestic European stave situation in that country.

According to the report just issued, the heavy French wine crop in the autumn of 1925 necessitated large imports of staves in the opening months of 1926. However, there is a growing tendency at Marseille to utilize chestnut staves, the principal sources being Civita Vecchia and other ports along the west coast of Italy in the Romagna region. This region furnished no less than 10,590 metric tons of chestnut staves to Marseille in 1926.

The importation of oak staves was heavy during the early months of the year, and the annual total of 6,694 metric tons was above the average for Marseille. While some shipments arrive from Leningrad, the principal source was the Black Sea. The Russian ports of Odessa, Susak and Batum sent large quantities, the Batum staves coming from the Persian border region. The United States supplied less than 10 per cent. of the imports in 1926, Italy exactly 10 per cent., and Yugoslavia only 6 per cent.; losing some trade to Russia.

Owing to the fact that the common wine production in the south of France was very low in 1926, the demand for staves was very slow in the autumn of that year. Prices, however, did not decline appreciably, and on a gold basis were even higher than in May and June, as the subjoined table indicates:

		Prices in Francs 42-inch Staves Francs per 100 pcs.		625-liter Barrels Francs per Barrel	
1 Franc =		White Oak	Red Oak	White Oak	Red Oak
Dec. 1924	5c	1,100	950	650	575
Dec. 1925	3.7c	1,250	1,025	...	...
Dec. 1926	4c	1,350	1,200	800	700

The Marseille region takes 42-inch staves for the large 625-liter "demi-muids" which are used for the temporary storage and transport of common wine, while the Bordeaux region takes 36-inch staves for the smaller casks in which vintage wines are permanently stored or are shipped abroad. In recent years the export of vintage wines has been cut down by American prohibition and by tariff difficulties with Germany and other countries, so that the demand for 36-inch staves tends to decrease. For common wine, on the other hand, it is said that the consumption has increased, as the war taught the cider-drinking northern French to like red wine. This would indicate a tendency toward an increasing demand for 42-inch staves, but it must be borne in mind that the high price of staves since the war has led to the conservation of barrels. The "demi-muids" which formerly went astray or were broken up at Paris and other northern centers are now carefully saved and returned to the Midi to be used over and over again, even during the course of a single season. Thus, although the total stave imports at Marseille in 1926 were larger than those in 1925, the trade toward the end of the year was light and the dealers took a somewhat gloomy view of the future. Figures for Cette, which receives more staves than Marseille, are wanting, but it is said that the imports were light during the autumn of 1926.

A School for Training Coopers

A school of cooperage (tonnellerie) has just been created at Marseille, with the object of increasing the number of skilled workmen available. It is supported by the wine dealers, the stave importers, and the manufacturers of coopers' machinery. Its active head is M. Pellegrini, and is situated in the Traverse de la Cabucelle, Campagne Negre, Marseille. (This may indicate intention to re-export staves after finishing).

Producing Heading at Allendale, S. C.

The Santee Heading Co., with headquarters in Philadelphia, Pa., is operating a heading mill near Allendale, S. C.

The heading plant of J. H. McKinney, Atkins, Ark., has resumed operations.

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WANTED—One or two No. 59½ Holmes windlass machines. Address A. B. HOUTZ, Elizabeth City N. C.

WANTED—Good second-hand number six Rochester slack heading planer. State price and location first letter. Address 'Machinery," care of "The National Coopers' Journal," Philadelphia, Pa.

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WANTED—Holmes No. 97½ or St. Joe hoop stapler. Also Oram slack stave wheel jointer. Address A. B. HOUTZ, Elizabeth City, N. C.

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WANTED—Position as foreman or superintendent in stave and heading plant, or in cooperage plant. Address "Foreman," care of "The National Coopers' Journal," Philadelphia, Pa.

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Page
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... I. F. C.
Oram Co., The John S., Cleveland, Ohio 14-15

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Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.
Weimar Engineering Works, Philadelphia, Pa. 13

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Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.

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Peel & Bro., J. M., Lake Village, Ark. 24

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Pekin Cooperage Co., 330 Spring St., New York, N. Y. 25

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Heidt & Son, C., Jersey City, N. J. 25
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 25

STOCK WANTED

Page
Ramoneda Brothers, New Orleans, La. 4

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Jerry & Co., Stephen, Brooklyn, N. Y. 25
Mancuso Cooperage Co., Kenner, La. 25
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa. 25
Ozark Company, Memphis, Tenn. 16
Sandusky Cooperage and Lumber Co., St. Louis, Mo. 13
Skuse's Cooperage, Rochester, N. Y. 24
Walsh Sons, Morris, Pittsburgh, Pa. 25

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Henning, Inc., E., Chicago, Ill. 4
Ozark Company, Memphis, Tenn. 16
Pennoyer Co., J. C., Chicago, Ill. ..... *
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Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 3
Wineman, Jr., Henry, Detroit, Mich. 13

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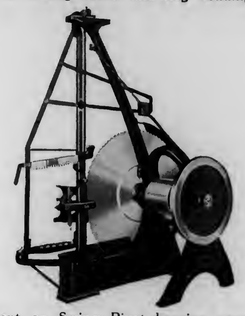

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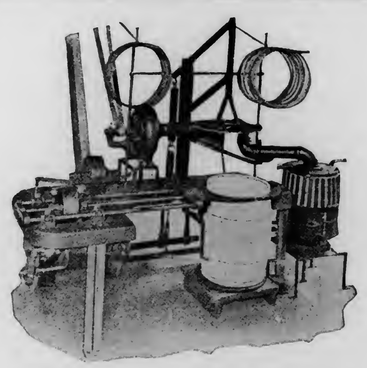

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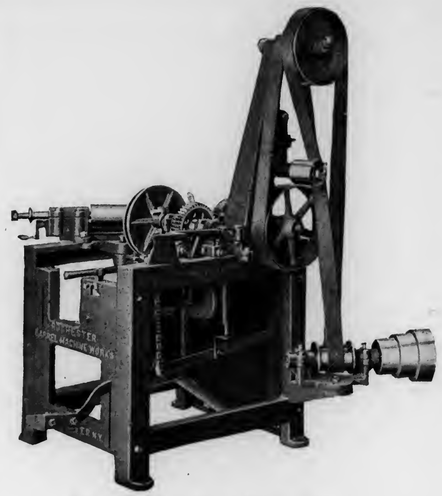

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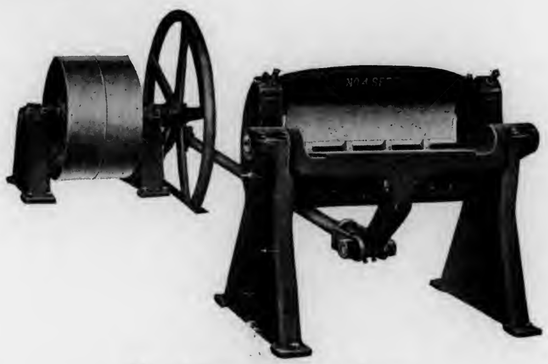

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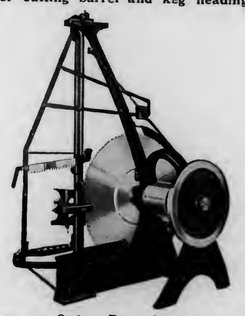

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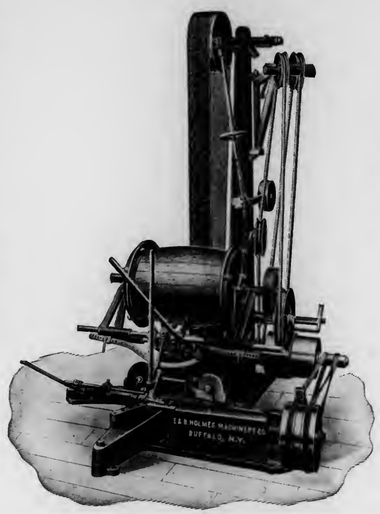

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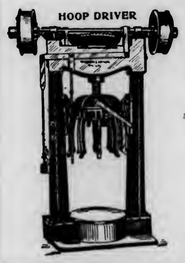

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Peabody Hotel, Memphis

November 1st—2nd—3rd

The program of the Twelfth Semi-Annual is replete with subjects that are of primary importance to your business. Among these are:

Grade Rules and Specifications — Changes in Grade Rules and Specifications will be considered. Your co-operation is needed to insure the adoption of Rules and Specifications that will guarantee the making of the best possible wooden barrel.

Statistics—How can the present statistical service be made more valuable to the cooperage trade? You have ideas that will improve this service. Let us have them.

Ways and Means to Promote Use of Wooden Barrel—This subject should have a strong appeal to you, for the future prosperity, not only of the cooperage trade, but of your individual business, depends upon the continued and extended use of the wooden barrel. The business building ideas you will get from the discussion of this one subject alone will make your attendance at the Convention most profitable.

Come to Memphis and enter into the discussion of these vital questions. Get the full benefit of the other fellow's viewpoint, and let him have the benefit of your experience and knowledge.

WE WILL BE GLAD TO MAKE RESERVATIONS FOR YOU AT THE PEABODY HOTEL FOR NOVEMBER 1ST, 2ND AND 3RD

The Associated Cooperage Industries of America

C. G. HIRT, Secretary and Manager

B20 Railway Exchange Building **Saint Louis, Missouri**

The National Coopers' Journal

FORTY-THIRD YEAR | Philadelphia, October, 1927 | $2.00 PER YEAR VOL. XLIII, No. 6

New Orleans Coopers Await Opening of Produce Season

Planting of Various Crops and Harvesting of Others Will Be Under Way by Middle of October—Produce Barrel Stock Quotations Are in Order

August and September are the only months in the year when there is no planting and but little harvesting of garden truck in Louisiana. But little produce is being shipped and but few barrels are being used for that purpose. This is the season when plans are laid and preparations are made for the planting of the coming season's crops, and the indications are that a greater acreage will be planted in garden crops than ever before. The planting of some crops and the harvesting of others will be well under way by the middle of October. Small shipments will begin to move about the middle of the month, with a moderate demand for barrels, and these shipments, with the attendant demand for barrels, may be expected to increase day by day until both reach their maximum in the late winter, then both will decline gradually and reach their minimum when northern grown vegetables flood the markets.

Coopers Preparing for Increased Demand

Coopers are already preparing to meet the increased demand for produce barrels, and are interested in quotations on produce barrel stock for future shipment. The busy season will find this town with one big shop out of the running, but with two new shops, each capable of handling a fair volume of business, ready to supply the increased demand.

Notwithstanding the flood losses there are a good many potatoes being shipped, and there is some demand for potato barrels.

Most of the sea foods taken now are for domestic consumption, but there are some small orders for fish and oyster barrels for shipments North. Some oyster beds were destroyed by the floods, but others have been improved by the same cause, and experts say that the oyster production of this section will, as a whole, be increased instead of diminished.

Shippers of asphalt generally appreciate the fact that the wooden barrel is the only proper container for their products, but the difficulty is that while asphalt is sold at a very low price it calls for a high class barrel. The stuff is run into the packages at a temperature as high as 240 degrees, and it takes a water-tight barrel, well made of certain kinds of selected timber, to stand the heat. A barrel of that description must and ought to command a good price, so the asphalt shipper, whenever it is possible for him to do so, uses a cheaper and inferior substitute, instead of a wooden barrel. Some of the large exporters are now making their own wooden barrels, but still use tin barrels for that part of their products intended for use in this country.

Merits of Tongued and Grooved Barrels Need Publicity in Louisiana

Considering the many advantages possessed by the barrel made of tongued and grooved staves it is strange that this package is not coming into more general use. At this time our friends, the Mancuso Cooperage Co., Inc., is the only concern making that style package in this section. This concern is entitled to great credit for its enterprise. If the merits of this package were generally understood there would be a much greater demand for tongued and grooved barrels than is now apparent.

Louisiana Manufacturing & Cooperage Co. Liquidating Its Business

Perhaps the most important event that has occurred in the cooperage business in this city during the last two or three years is the liquidation of the affairs of the Louisiana Manufacturing and Cooperage Co. Established in 1884 and operating a machine coopershop that covered more than three-quarters of a city block, this concern, availing itself of every improvement in the manufacture of barrels, and of every advanced business method, has played an important part in the history of cooperage in Louisiana for forty-three years.

Decentralization of Cooperage Operations Obviates Need for Large Plants

Times changed, and the cooperage business changed to meet new conditions. When produce growers and other large users of packages found it more profitable to ship their products from the nearest way station than to send them to the city for packing and shipping the coopers met the situation by installing numerous small shops at the country stations and making the barrels where they were to be used. The cooperage business was really growing, but it was becoming more and more decentralized, so the larger shops in the city no longer dominated the trade as they once had.

Press of Other Interests Cause of Dissolution of Company

When about three years ago Charles Beck, associated with E. B. Peyronnin, Jr., gained control of the Louisiana plant the business took on new life and flourished as it never had before, but the untimely death of Mr. Beck left the ownership of the business divided among men who were engaged in business enterprises outside the big plant. Mr. Peyronnin owned and was operating several country shops. Mr. Hirsch was a member of the Sugar Exchange and was also buying and selling cooperage and stock on his own account, and none of the other men who were interested in the big barrel factory could give that business undivided attention, so its dissolution was decided upon.

The liquidators are Philip Hirsch, E. B. Peyronnin, Jr., and A. J. Sciambra. With these men in charge it is needless to say that no creditor of this company has lost or will lose a dollar, for all of the firm's obligations have been paid in full. The regret we feel at the passage of this big concern is a purely sentimental one, for the trade has suffered no financial loss through its passing, and its liquidation cannot be taken as evidence that there is anything wrong with the cooperage trade here.

E. B. Peyronnin, Jr., Will Open an Additional Country Shop

Mr. Hirsch, although not now engaged in the manufacture of either cooperage or stock, will continue to buy and sell as before. Mr. Peyronnin will continue to operate his country shops, and is expected to open a new shop of his own in the city as soon as his work as a liquidator is completed.

In his new enterprise Mr. Peyronnin will cater only to the slack cooperage trade, and although he has had wide experience making barrels by machinery, will make barrels by hand, believing that this process is the one best suited to the requirements of his trade.

Stave Plant of John Heyd, Inc., Has Resumed Operations

Among the various stock mills in the high water area that have resumed operations since the flood is the tight stave plant of John Heyd, Inc., at Port Barre, La. This is a new mill that had just been equipped, had started up and was beginning to make some headway in the business when the high water came. Mr. Heyd, however, had time to prepare for all contingencies. He shipped out all his stock, put his plant in

condition to meet the worst that might occur, then went on about his other business and let the outfit take a vacation. Now that the waters have receded the plant is again in operation and is averaging a fair day's work. Mr. Heyd reports that timber is plentiful and the market for tight barrel stock is brisk and satisfactory.

Courage of Flood Victims Should Not be Passed Unnoticed

It might seem that the loss of three or four months time would be a severe blow to a new enterprise, but considering the losses which others had to bear, this concern got off very easy. The men who suffered most, however, are making the best of a bad situation and have ceased to talk about high water, yet the fact that they are game losers should not lead the rest of the country to forget that the Valley has suffered terrible losses. Such a calamity may not happen again for many years, yet it is intolerable for hundreds of thousands of people to live with such a danger hanging over them. The danger is great enough to affect the whole nation, and the remedy must be on a scale so large that none but the nation can apply it. Many people have remedies to suggest, but most of them fail to appreciate the magnitude of the task of controlling the Mississippi River.

What the remedy is must be left for exports, with full knowledge and ample experience to determine, and that remedy must be applied on an enormous scale, and regardless of expense.

Two More Universal Vacuum Dry Kiln Installations

The Mechanic's Planing Mill Company, St. Louis, Missouri, manufacturers of tight and slack barrels, kegs, staves and headings, are installing Universal Vacuum dry kiln equipment by converting one of their present old style dry kilns into the new Universal Vacuum dry kiln type made at Kansas City, Missouri.

The Pressed Steel Car Company of Pittsburgh, Pennsylvania, has selected Universal Vacuum Dryer Equipment, manufactured and sold by the Universal Vacuum Dryer Company, Kansas City, Missouri, for the remodeling of their present kilns and for two additional dry kilns now under construction.

The installing of this equipment gives the Pressed Steel Car Company a daily capacity of approximately 200,000 board feet of pine and fir car material.

New Stave Plant in Operation

A. M. Webber has placed a new stave plant in operation at Waterproof, La. Mr. Webber also operates a stave plant at Jonesville, La.

Francis Stave and Lumber Co. has started operations at Bismarck, Mo.

TRADE REPORTS FROM HERE AND THERE

Fall and Winter Business Should Be Good

LELAND, MISS.
September 17, 1927.

EDITOR, THE JOURNAL:

Just now it is a struggle to make orders keep up with production. But the Fall and Winter business should be good.

The farmers are going to have more money than they have had for several years, and with this added buying power general business should be good, and when it is, we have found that the cooperage business is too.

Very truly yours,
TURNER-FARBER-LOVE CO.
W. F. Little, *Treasurer.*

—

Need 500,000 Crozed Pine Truck Barrel Staves

NASSAWADOX, VA.
September, 16, 1927.

EDITOR, THE JOURNAL:

We are in the market for 500,000 crozed pine truck barrel staves, also 3′ 4″, 5′ 3″ coiled elm hoops.

The sweet potato crop is about two-thirds harvested and is not near so large as we had expected.

Very truly yours,
NORTHAMPTON LUMBER CO.
J. L. Walker.

—

Good Steady Market and Prices Expected

ST. LOUIS, MO.
September 15, 1927.

EDITOR, THE JOURNAL:

Trade is rather quiet at present. The shortage of apples is felt. Production conditions are good but rather expensive. However, we look for pretty steady market and prices on standard stock.

Could use ten second hand tunnel cars.

Very truly yours,
VOLL COOPERAGE CO.
E. P. Voll, *President.*

—

Prices Holding Remarkably Well

ALLENTOWN, PA.
September, 14, 1927.

EDITOR, THE JOURNAL:

Trade has been fair up to the past two weeks. The fruit crop is short in this vicinity and there is very little buying in this direction. However prices are holding remarkably well.

We are looking for an improvement within the next month or six weeks.

Very truly yours,
TREXLER COOPERAGE CO.

Expect Cut of No. 1 Stock Cleaned Up by End of Year—W. A. Fraser

Since our last letter, there has been very little change in the Canadian cooperage trade, except the seasonal demand for apple barrels, resulting from the beginning of the packing period.

As predicted in our last communication, the Ontario apple crop is very discouraging, in fact the only district that will produce anything like a normal crop of apples is a small area in Eastern Ontario, and it is our opinion that the total Ontario pack will not be more than seventy-five per cent. of the small crop of 1926. Western Ontario was severely hit by aphis and fungus, which has reduced the prospects for barreled apples to a minimum output.

The demand for No. 1 stock remains about normal, and the end of the year should see the total Canadian cut of No. 1 Elm Staves and No. 1 Basswood Heading cleaned up.

—

Briefs From Barrel Makers

TASLEY MFG. CO., ONANCOCK, VA.—Sweet potatoes in this section today are selling for $2.00 which nets the grower practically nothing. That, of course, lessens the cooperage demand especially on future buying. Therefore would say that business outlook on cooperage not so good.

CHAS. O. THORN, MILTON, N. Y., reports a very light demand for apple barrels in this section at present. There is a fair crop of apples, but many of them are of an inferior quality. Consequently there will not be as many barrels used as last season.

R. H. SMALL, SO. HARWICK, MASS., advises his business is good and the outlook very favorable.

STORY CITY BUTTER TUB CO., STORY CITY, IOWA, says due to extremely dry weather and short pastures for the past six weeks, business has slowed up considerably. Considering the entire year's business however, 1927 is the best year they have ever had.

SOUTHWESTERN COOPERAGE CO., FORT WORTH, TEXAS, writes that business is fair but prices of barrels are on a decline. Nevertheless, they anticipate a normal business the remainder of 1927.

Stave Manufacturer Aids School Fund

Meager school funds in vicinity of St. Joe, Ark., is a problem and it is being met in many ways. N. A. Simpson, a stave manufacturer of Scotland, Ark., is helping in his section by sawing two carloads of staves free of charge, the billets being supplied free by the farmers. The entire receipts from the sale of the two cars will be donated to the school fund of that district.

Louisville Coopers Operating on Good Average Basis

Many Small Orders Are Totaling An Excellent Volume in the Aggregate—Good Weather in Stock Producing Districts Has Aided Manufacturers—Barrel and Keg Prices Steady

Cooperage plants in Louisville and Ohio Valley sections are operating on a good average basis at the present time. The demand for both barrels and kegs, while not of large unit volume, totals very well in the aggregate. Prices have been quite steady on barrels and kegs, with no general change reported since June. Staves and heading are reported to have been just a little off in price, as consumers have not purchased freely.

Labor Going to Cotton Fields

In the far South it is reported that stave and heading production has been better since dry weather set in, but in sections where there is considerable cotton, there is a tendency on the part of labor to leave the mills for the cotton fields. In the delta district of Louisiana the cotton plant was not large this year because of flood conditions, and employers of labor in that section are not faced with the usual cotton interference.

Retail Business in Kegs for Grape Juice and Wine is Good

There has been a fair retail demand for kegs as a result of the grape season, and the fact that a lot of consumers are putting up their own wine. Of course, a good deal of this goes into freshly emptied Coca-Cola kegs or similar kegs, but there is also a very fair call for new kegs, through the hardware and similar retail distribution channels.

Crops While Light Will Be More Profitable

Agricultural conditions have improved somewhat and general feeling in the rural sections is more encouraging. Short crops of corn and tobacco mean high prices. In the South cotton is now estimated at less than 13,000,000 bales, and a better price than experienced over two or three seasons is in prospect. In the Louisville section potatoes have been hurt by excessively hot weather it is feared, but a fair to good crop is in prospect, much of which will be placed in slack barrels and held for seed purposes.

Paint, Oil and Varnish Trade Normal

In the paint, varnish and lacquer trades conditions are about normal, with some houses reporting increased volume of business. The petroleum products business is about normal. In the South there will be less cottonseed crushed than for some years past.

Tobacco Crop Will Not Exceed 220,000,000 Pounds

Concerns producing tobacco hogsheads, used in packing leaf tobacco in Kentucky, will have a light demand this year, as the tobacco crop is less than one-half of normal based on production by years over the last five or six years, the entire crop not being expected to total more than about 220,000,000 pounds.

Nick White Finds Business on the Up Grade

J. N. White, of the Louisville Cooperage Co., considers business much improved. This company is busy in its barrel and keg departments, that is, in the manufacture of tight packages. On the other hand the slack cooperage department had not been very busy, due to the light demand for apple, flour, potato and other barrels. Prices according to Mr. White, continued quite steady. Discussing the production of raw materials he said that his company had been favored with good weather in Kentucky and Louisiana and had been getting out a good deal of stock. The Eastern Kentucky mills have been favored by good roads and have shipped out more material than for a long time past. Mr. White remarked that while some lines consuming barrels and kegs have not been purchasing normal quantities, others have been ordering quite well. The pickle package business has been fair, but is below normal because of the short crop and high prices in effect.

Activity in Export Flour Production Benefiting Buffalo Coopers

The flour barrel trade is fairly active and the mills are now turning out a larger amount of flour than for a long time past. No complaint is made as to the volume of business in flour, but the margin of profit is being kept down by keen competition. A fair proportion of the present trade is in export flour, which takes a good number of barrels.

There is not a great deal doing in the apple barrel trade, because of the shortness of the crop. The fruit is said to be in about half the normal quantity this year, and of course this leads to smaller buying of apple barrels. Country coopers say they have had few calls for apple barrels lately, though they are hopeful of business later in the year.

The Quaker City Cooperage Co. is making good progress with the rebuilding of its plant, to replace the one destroyed by fire some weeks ago. It is expected that the roof will be on within a short time. It will be a little while, however, before production can be started. President H. T. Pennypacker says that the plant will be bigger than ever and will turn out the finest kind of flour barrels.

Who Made the First Barrel?

The Lang Cooperage Co., Rochester, N. Y., brings up an interesting question in a write-up which recently appeared in a paper of that city: "Who made the first barrel, and when?" The article says:

"Cooperage is an old art, and although many kinds of materials are now used as containers, the old reliable wood cask still holds the center of the stage (or is it cellar) when it comes to keeping vinegar, etc., in good and wholesome condition.

"Much poetry," continues the article, "has emanated indirectly from the work of the cooper. There is the 'Old Oaken Bucket,' for example. We are sure that a good cooper made the old oaken bucket. And if Bacchus did not come out of a barrel, at least he grew to look not unlike one. We could tell, if we wanted to, when the first telegram was sent, the year when Orville and Wilbur Wright made their first airplane flights, but it would beat the erudition of any person to tell when and under what circumstances the first keg, cask or barrel was made."

It would indeed be hard to tell who was the first cooper, unless some ancient manuscript, not known to the layman, records the name. The cooperage industry has an ancient and honorable lineage. Wooden barrels were in use by the Romans at the time of the Christian era. The Latin dictionary gives us the word "dolium," meaning a cask or barrel, made in earliest times of clay and later of wood; also the "cupa," a vat or wine tub, open at the upper end. So the cooper can be proud of the fact that he is practicing an art that is more than 2,000 years old. How many other industries can boast of such ancient origin?

E. B. Holmes Sails for Europe

Edward B. Holmes, president of the E. & B. Machinery Co., sailed on September 12th, with Mrs. Holmes, to spend seven weeks traveling in Europe. They will be guests of Buffalonians now in Paris for the Legion Convention before their return.

New Stave and Hoop Plant Under Construction

Guy T. O. Horner, Tabler, W. Va., will immediately start the building of a plant for the manufacture of staves and hoops. He has secured some good contract timber rights.

Stave Shed Destroyed by Fire

Burning sawdust destroyed recently one of the sheds of the Hoskins Stave Company, Stuttgart, Ark. The loss was placed at $1,800. The engine room of the plant was also damaged.

Will Erect Stave and Heading Plant

Walterboro Mfg. Co., Walterboro, S. C., has selected site within the city limits and will erect plant for manufacture of staves and headings.

Exports of Barreled Apples

Exports of apples from the United States and Canada to October 1st total 306,628 barrels and 566,758 boxes compared with 839,234 barrels and 1,021,375 boxes for the corresponding period last year.

THE NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

ESTABLISHED 1886

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M. E. DOANE
EDITOR

J. A. MURPHY
BUSINESS MANAGER

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When subscribers desire their address changed they should give the old address as well as the new address.

ADVERTISING RATES

will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

CORRESPONDENCE

The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

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(Signed) M. E. DOANE, Manager.

Sworn to and subscribed before me this 7th day of October, 1927.

(Seal) JAY R. GRIER, Notary Public.
(My commission expires January 1, 1931.)

Ways and Means to Promote Use of Wooden Barrel to be Considered at Memphis Semi-Annual Convention

THE Twelfth Semi-Annual Convention of The Associated Cooperage Industries of America will be held at the Peabody Hotel, Memphis, Tennessee, November 1st, 2d and 3d, and it is THE JOURNAL's earnest hope that not only will every member of the Association be on hand at the drop of the gavel opening the Convention, but that many of the cooperage trade who are not members at present will enroll during the Memphis proceedings.

C. G. Hirt, Secretary and Manager of the Association, advises that no efforts have been spared to make the Semi-Annual a most interesting and successful Convention. Many questions of vital interest to both cooperage and cooperage stock manufacturers are scheduled for discussion, and special emphasis is placed upon the necessity of having a large attendance at the various group sessions, so that the Association may have the benefit of the opinions and knowledge of the entire membership, and that the decisions on these questions will represent the voice of the industry as a whole.

Besides proposed changes in the present Grade Rules and Specifications on tight barrel stock, as well as the estimated weight of slack staves, a general discussion will be held at the General Session on Thursday, November 3d, on the subject of maintaining the present volume of cooperage consumption, as well as adopting ways and means of extending the use of the wooden barrel.

The continued and increased use of the wooden barrel in the consuming industries is the most important question that faces the manufacturers of cooperage and cooperage stock. There is scarcely an industry today that has not adopted, or has not in course of preparation for adoption, publicity for their trade product, and if the wooden barrel is to hold its own as the predominant shipping package, there must be a concerted action on the part of the entire cooperage trade to give the wooden barrel adequate advertising and sales publicity.

The recent Chemical Industries Exposition in New York City was an object lesson to any member of the cooperage trade who doubts the value of publicity for the wooden barrel. The four exhibits of wooden barrels were located almost in the midst of substitute container exhibits, yet the greatest interest by far was displayed by visitors in the wooden barrel exhibits.

Not only were the inquiries received and the information requested, concerning barrels for the chemical industry, but also for many other industries. There were inquiries for information on wooden barrels for soap, for syrup, for beverages, and for the shipment of potatoes from Bermuda. There were requests for information regarding the proper coating of wooden barrels, the care of wooden barrels, and the use of wooden barrels for shipment to tropical countries.

The exhibits of the Association, as well as those of the Pioneer Cooperage Co., the Colwell Cooperage Co., and the Fessenden Companies, Inc., at the Chemical Exposition have accomplished much for the wooden barrel. The benefits which will accrue from these exhibits will be felt by the entire trade, and the appreciation of everyone engaged in the cooperage business, no matter in what branch, are due to the Association and the above named companies for their splendid promotion of the wooden barrel's interests.

Statistics, too, have a place on the program of the Twelfth Semi-Annual Convention. There is no gainsaying the fact that where full coöperation has been had by the Association in compiling production statistics, this service has proved very successful, and of utmost value to subscribing members. Reliable statistics are a safeguard to any industry, and THE JOURNAL looks forward to seeing a statistical service adopted for each branch of the cooperage industry at the Memphis Convention.

To our mind, the Twelfth Semi-Annual Convention of The Associated Cooperage Industries of America in Memphis is of the utmost importance, not only to Association members, but to the entire cooperage industry. The cooperage trade has its share of problems and is not exempt from business difficulties, and while many of its problems and difficulties affect the individual manufacturer of cooperage and cooperage stock directly or indirectly, they are of a nature as to make it almost impossible for the individual manufacturer to find a satisfactory solution by his own efforts. It is only through Associational work that these difficulties and problems will be correctly and permanently solved, and when the close relation of Association membership to successful business operation is fully recognized by every member of the cooperage industry then will the future of our industry be assured.

THE JOURNAL's sincere urge is that each and everyone in the cooperage trade, Association member and non-member, go to Memphis for the Twelfth Semi-Annual Convention, November 1st, 2d and 3d, and do his share in the upbuilding of his own business and of his industry.

Cooperage Industry will Benefit from Increased Activities in General Business During Balance of 1927

NOW that the summer months have passed into history, and American business has returned to work, there is every reason to look for an upward trend to the business curve.

Business experts throughout the country consider the outlook for the balance of 1927 as encouraging, while the monthly report of the Federal Reserve Board shows a record breaking volume of loans and investments for September, with an increase of industrial production, as well as a larger return for farm products.

It is the agricultural situation that is especially encouraging. Not only have the crops exceeded expectations, but consumption has increased in many commodities, along with the higher prices. This improved condition, according to David Lawrence, in an article in the *New York Sun*, has increased the purchasing power of the farmer, and the influence is felt in all lines of business endeavor.

While there is a possibility that in many ways the year 1927 may not equal the business gains of 1926, nevertheless, on all sides there are evidences of increasing business activity, and there is a steadily growing feeling among businessmen that this year will not be far under 1926, and that it will surely come up to the totals of the normal years since 1921.

Manufacturing production for 64 leading industries shows an average figure of 132 for the first eight months of 1927, against 129 for the same period of 1926; a gain of 2.3 per cent. on the basis of 1919 production as of 100 per cent.

In the opinion of many, the elasticity of the American credit system has enabled business to weather the ups and downs in the curve of industry, but it is accepted generally that the underlying factor is a confidence in the opportunities of American business, both at home and abroad.

Another angle to the business situation that seems to confirm the belief that 1927 will compare favorably with 1926 is statistics covering the volume of check payments for 141 leading cities, including New York City. These statistics show a gain of about 8 per cent. for the first eight months of 1927, against the same period for last year. Total check payments for the first eight months of 1927 amounted to $435,401,000,000 as compared with $404,334,000,000 for the same period of 1926.

THE JOURNAL believes that the cooperage industry will get its full share of the better business condition which all indications promise for the next three months. Reports which we have received from cooperage and cooperage stock manufacturers would appear to bear out this statement. Walter Little of the Turner-Farber-Love Company, Leland, Miss., writes THE JOURNAL that as the farmers are going to have more money to spend than they have had for several years, this added buying power will have a good effect upon business, and when general business is good, the cooperage trade benefits. Ed. Voll, of the Voll Cooperage Company, St. Louis, advises that the cooperage trade can look for a steady market and firm prices on standard stock for the balance of this year.

There is every prospect that the autumn months will be more than active and will compensate to a large extent for the slack periods in the early part of the year.

WANTS IN COOPERAGE LINES

Voll Cooperage Co., St. Louis, Mo., is in the market for ten second-hand tunnel cars.

American Cooperage Co., 11th and Fayette Streets, Baltimore, Md., is in the market for a second hand barrel shaver.

General Cooperage Co., 419 N. 2d St., Phila., is in the market for one car of 6' coiled elm hoops.

John Ebersberger, Inc., 257 Wilson Ave., Newark, N. J., is in the market for a quantity of second hand salmon casks. Quote lowest price, f. o. b. Newark, N. J.

Northampton Lumber Co., Onancock, Va., is in the market for 500,000 crozed pine truck barrel staves. Also 3' 4" and 6' 3" coiled elm hoops.

Henry A. Thorndike, P. O. Box 43, Newport, Rhode Island, is in the market for salt herring barrels of about 28 gallon capacity, somewhat shorter than the Irish and other barrels usually employed for fresh mackerel. Quote prices in first letter.

Normal Business in Various Slack Barrel Lines—C. M. Van Aken

The eastern cooperage market during the past month has been somewhat disappointing due quite largely to the fact that most of the apple barrel people have covered their cooperage requirements for a minimum crop. Moreover, the short crop of apples in some sections, and the defective condition of the apples in other sections puts the barrel maker in a position where he considers that the material on hand may be sufficient to cover his needs for the year; hence, the month's business, as it applies to apple barrel orders, has been comparatively light. The apple barrel industry is an important factor in the eastern cooperage business so that a curtailing in the number of orders placed for that commodity is felt keenly.

The volume of business in lime, cement, potatoes and other types of barrels has been normal. As far as potatoes are concerned, possibly a little above normal, so that those people who are situated so that they can handle material for various commodities have been having a fair amount of business, but those who have been depending upon fruit barrel trade for their outlet have been seriously affected.

It is very often the case that when fruit prospects are more or less discouraging at this time of the year, a rush for cooperage will occur in October and early November, because the farmers have been more pessimistic in their reports as to the probable crop than was really necessary, thus prompting the barrel people to buy more conservatively than they should have. It is not improbable that this will be the case this year and should it occur, the rush orders will be very acceptable to many of the slack cooperage mills.

Wooden Barrel Trade Publicity Achieves Great Success at Chemical Industries Exposition

Through Medium of Cooperage Exhibits and Motion Picture Films Wooden Barrel Gains Leading Interest of Chemical Manufacturers—Continuous and Comprehensive Advertising and Selling Campaign to Chemical Industries Will Pay Big Dividends to Cooperage Trade

At the Eleventh Annual Exposition of Chemical Industries, held in the Grand Central Palace, New York City, September 26th to October 1st, the wooden barrel trade promotion campaign was given a wonderful impetus. Emerging from what might be called a theoretical stage, wooden barrel publicity took on a very practical aspect at the Chemical Industries Exposition, with four splendid cooperage exhibits, the distribution of wooden barrel literature, and the showing of two motion picture films covering the manufacture of tight and slack cooperage from the tree to the finished barrel.

The Container Section of the Exposition, in which the cooperage exhibits appeared, was devoted to all types of shipping containers. This section was thronged throughout the entire week, and the interest displayed by the visitors to the various booths was proof positive that chemical manufacturers today are alive to their shipping package needs, and demand a shipping package that will give the greatest protection to their products in transportation and storage.

Exhibit of The Associated Cooperage Industries of America at Chemical Industries Exposition.

Wooden Barrel Exhibits Hold Center of Stage

The cooperage exhibits were easily the center of attraction in the Container Section of the Exposition, and if the steady stream of inquiries and requests for information as to the wooden barrel and its uses may be considered a criterion for the future, there will be a greatly increased demand for wooden barrels from the chemical and related industries, and much of the ground that has been lost to substitute packages will be regained.

Striking Displays of Wooden Barrels and Kegs

We do not believe there has ever been an exposition at which cooperage has been so strikingly displayed and attractively arranged. Tight barrels and kegs of white oak, red oak, and fir; slack barrels with steel hoops, and slack barrels with wood hoops; tongued and grooved barrels, barrels for special products, and barrels with special coating to withstand the high temperatures of tropical countries—all of these were on view.

Associated Cooperage Industries Exhibit a Most Attractive One

The exhibit of The Associated Cooperage Industries of America in booth 530 was one of the most attractive exhibits of the exposition. The Association occupied a corner booth, facing an aisle, and this enabled C. G. Hirt, secretary and manager, to so arrange the barrels and kegs as to be seen from almost every direction. The booth was well decorated with copies of the two-color advertisement which the Association carried in a chemical publication, advertising wooden barrels. Appropriate literature was on hand for distribution to visitors, and heads of barrels were mortised so that an inspection could be made of the various coatings used for the interior of tight barrels and kegs.

Colwell Cooperage Co. Helps to Keep the Barrel Rolling

The Colwell Cooperage Company, 245 Broadway, New York City, occupied booths 545 and 546, and displayed oak barrels and kegs of various types, as well as cooperage stock, coopers' tools, and practically every small accessory used by coopers and barrel consumers in the making of the barrel. The Colwell Cooperage Company's booth was in charge of Mr. B. R. Colwell and Mr. W. R. Colwell, and no one was allowed to leave the exhibit without a good sales talk on the advantages of shipping products in wooden barrels.

Sales Force of Shelley-Heins Cooperage Corp. Let No Opportunities Slip by to Boost the Wooden Barrel

The Pioneer Cooperage Company's exhibit was in charge of Mr. William H. Heins of the Shelley-Heins Cooperage Corporation, New York representatives for the Pioneer Company. This company had a well balanced display of barrels and kegs of red oak and white oak. Mr. Heins and his sales force were kept busy each day giving information and answering inquiries as to the proper package to use for different chemical products.

Fessenden Companies Have Fine Exhibit of Fir Cooperage

The Fessenden Companies, Inc., of Townsend, Mass., and Hoboken, N. J., had one of the finest displays of fir cooperage that we believe has ever been made. This company's exhibit occupied three booths at the Chemical Exposition, and we do not believe there was a type of tight barrel made of fir that was not included in the exhibit. In addition to the display of stock cooperage, this company had in the center of their exhibit a specially made fir barrel with brass hoops. In place of the top wooden head was a plate glass head, and through the lower head, a lighted electric bulb was inserted. In this way a close inspection of the inside of the barrel was possible and the workmanship and cleanliness of the barrel were plainly visible. The

"The Better Barrels"—

Telescoped Barrels are "The Better Barrels"—because they eliminate waste, reduce freight costs, and carry your goods in safety to your customers.

Telescoped Barrels by "SANDUSKY" are exceptionally well made, thoroughly heated in our plant, and do not require skilled labor for assembling.

Any quality of stock can be used from No. 3 grade to the finest tongued and grooved No. 1.

Ship the Modern Way

Sandusky Cooperage & Lumber Company

Buder Building - SAINT LOUIS

C. M. VAN AKEN COOPERAGE CO.

BUYERS AND SELLERS OF

Staves, Hoops Heading

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COOPERAGE SUPPLIES

Promptness is our Motto

GOOD STOCK is what we want to buy is what we aim to sell

ADDRESS ALL COMMUNICATIONS

141 Broadway, New York

WASHINGTON LIFE BUILDING

At the *end* of the trip—
that's where the barrel
meets its test

American Steel & Wire Company's

WIRE HOOPS

MANUFACTURERS realize that to insure maximum protection for shipments, barrels must be bound with Wire Hoops. American Wire Hoops give barrels added strength, bringing them to their destination in A-1 condition.

And the low price of Wire Hoops reduces the cost of the completed package.

Bind *your* barrels with American Wire Hoops and assure your customers of increased satisfaction. We invite your inquiry for full particulars.

Secure bilge hoops with Staples or Fasteners as illustrated.

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MINNEAPOLIS—ST. PAUL, Merchants Nat. Bk. Bldg., St. Paul
ST. LOUIS.....506 Olive st.
KANSAS CITY.....417 Grand Ave.
OKLAHOMA CITY, First Nat'l Bank Bldg.
BIRMINGHAM....Brown-Marx Bldg.
DALLAS.....Praetorian Bldg.
DENVER.....First Nat. Bank Bldg.
SALT LAKE CITY.....Walker Bank Bldg.
MEMPHIS, Union and Planters Bank Bldg.
NEW YORK.....30 Church St.
BOSTON.....185 Franklin St.
PITTSBURGH.....Frick Bldg.
PHILADELPHIA.....Widener Bldg.
ATLANTA.....101 Marietta St.
WORCESTER.....94 Grove St.
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UNITED STATES STEEL PRODUCTS COMPANY

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BARREL MACHINERY
Oram
CLEVELAND, O., U.S.A.

IF IT IS **ORAM'S** IT IS RIGHT

THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS
AND FOR MAKING PROFIT FOR THE USERS

"THE OLD RELIABLE" **WOODEN BARRELS**

NEW "ECONOMY" (PATENTED)
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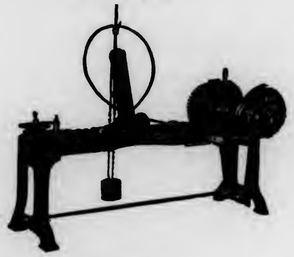
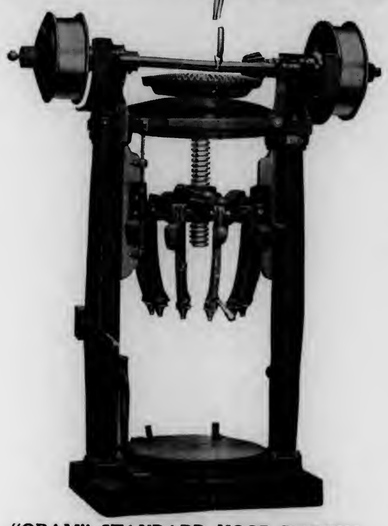


BARREL LATHE



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SIMPLE—POWERFUL—DURABLE

Capacity—As fast as operator can handle. 600 to 1,000 packages per day of 10 hours, and all properly driven

STEEL TRUSS HOOPS
ELECTRIC WELDED—"Made Right"
Outside painted any color, if wanted

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STEEL TRUSS HOOPS
ROUND EDGE—Special Carbon Steel
Sizes stamped inside, if wanted

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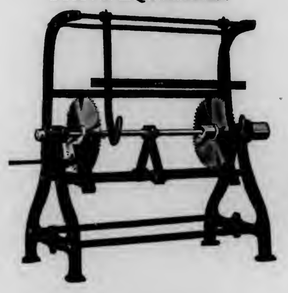

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NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE

FIFTY-FOUR YEARS
of
"Knowing How"

ESTABLISHED 1872
INCORPORATED 1914

THE JOHN S. ORAM CO.

STAVE, HEADING and BARREL MACHINERY

CLEVELAND, OHIO, U. S. A.

Your Copy of Our New
No. 27 Catalog
Now Ready for Mailing
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National Barrels and Kegs

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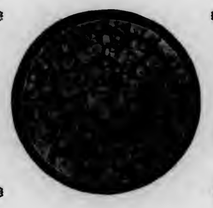

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Manufacturers of

Tight Barrel Circled Heading

WARRIOR HEADS

means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.
Cooperage Stock
MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches

lighted barrel drew the attention of hundreds and caused considerable favorable comment for wooden barrels as shipping packages for chemicals and other products.

Co-operation and Co-ordination the Slogan of Cooperage Manufacturers Exhibiting

We do not know of an industrial show or exposition where greater efforts were put forward to sell the advantages of the wooden barrel to a consuming industry, than at the Eleventh Annual Exposition of Chemical Industries. Moreover, there was a spirit of co-operation and co-ordination among the cooperage exhibitors which entirely ignored competition within the trade, and had for its purpose the best interests of the wooden barrel. Party lines were forgotten, as it were, and everybody pulled together so that no opportunity would be lost to gain friends for the wooden barrel.

Cooperage Trade Should Take Full Advantage of Rapid Growth of Chemical Industry

Too much emphasis cannot be placed upon the tremendous importance of the chemical industry to the cooperage trade. That this industry and its related trades holds innumerable opportunities for increasing the use of the wooden barrel is readily apparent to anyone who has studied the development of the chemical industry. Prior to the World War the chemical industry was more or less in a stagnant state. Most of the principles developed in chemistry had come from foreign sources, and industry depended almost entirely on this field for the necessary chemical materials and finished products that were required. With the declaration of war in Europe and the increased demand for raw and finished chemical products, the industrial market was suddenly confronted by the importance of chemistry and chemical engineering products necessary for their existence. Branches of the chemical industry sprung up over night, and before the end of the war the scope of the chemical industries in the development and manufacture of crude, raw, and finished products was greatly extended, and today, there is not a chemical product or satisfactory substitute that is not produced by the chemical industries of the United States.

Everything for the Wooden Barrel is Shown in exhibit of Colwell Cooperage Co., New York City, at Chemical Industries Exposition

The Wooden Barrel Surpasses All Other Shipping Packages. Exhibit of Pioneer Cooperage Co. at Chemical Industries Exposition

C. G. Hirt Does Some Splendid Missionary Work for Wooden Barrel

Especially noteworthy were the wooden barrel boosting efforts of C. G. Hirt, secretary and manager of The Associated Cooperage Industries of America. In the early hours before the official opening of the Exposition, Mr. Hirt made a tour of the various booths with the result that before the Exposition was well under way, a wooden barrel for demonstrating purposes was in evidence in every booth displaying filling devices, and other equipment that might in any way touch upon the use of the wooden barrel. That Mr. Hirt's efforts had a very beneficial effect was evidenced by the number of callers at the Association booth who stated they had seen a wooden barrel in a demonstration, and had come for further information on cooperage.

Motion Pictures Showing Manufacture of Cooperage Draw Capacity Crowds

Not only did the wooden barrel receive publicity through the cooperage exhibits, but through the medium of motion pictures the manufacture of tight and slack cooperage from the tree to the finished package was shown in a special motion picture and conference room on Thursday, September 29th, and Friday, September 30th. The film of the manufacture of tight cooperage was supplied by The Associated Cooperage Industries of America, and the film of the manufacture of slack cooperage was shown through the courtesy of the Colwell Cooperage Company. On both occasions these films were put on the screen, the room was filled with interested spectators, and the publicity value of the motion pictures cannot be overestimated.

Present Chemical Production Compares Favorably With War Period

The American chemical industry is enjoying a period of prosperity at the present time commensurate with that prevalent throughout industry as a whole, and this in spite of foreign competition, which has never materialized in a degree sufficiently great to alarm or disturb American manufacturers of chemicals. In recent years there has been a steadily increasing volume of business in the chemical trade, at a fairly constant level of prices. The chemical seasonal decline which is always expected during the month of August was a little more pronounced in 1927 than was the case a year ago, but the eight month period of this year has practically held up to the standard of 1926 when the domestic chemical industry reached a plane of activity which from a tonnage standpoint, compared favorably with the record operations of the war period.

Prospects for Future of Chemical Industry Decidedly Bright

With the domestic chemical industry showing a tendency to minimize competition from foreign markets, prospects for future growth are decidedly favorable. Chemicals are raw materials essential in many lines of manufacture. Enlargement of these manufacturing industries may be considered as a natural result of the growth of the country. To at least a corresponding degree, a gain in the output of chemicals seems logical.

Continuous Wooden Barrel Advertising and Selling Campaign to Chemical Industries Will Net Large Returns

The renewed interest of chemical manufacturers in the wooden barrel, which has resulted from the excellent publicity at the Chemical Industries Exposition must not be allowed to wane. A good start has been made to extend the use of the wooden barrel in this field, and no effort should be spared by the cooperage trade, individually and collectively, through its trade association to keep this interest alive.

Wooden barrel advertising and selling campaigns should be inaugurated by both the individual cooperage manufacturer and

the association that will not be spasmodic or intermittent, but continuous, so that the wooden barrel may be ever before the chemical and related industries, as the most suitable and economical shipping package for their product.

If this is done, and there is no logical reason why it should not, there will be a very noticeable increase in the volume of wooden barrel sales in these industries between now and the opening of the 1928 Chemical Industries Exposition.

Revenue Freight Loadings Show Gain Over Previous Reports

Loading of revenue freight for the week ended on September 17th totaled 1,124,231 cars, an increase of 134,759 cars over the preceding week.

The total for the week of September 17th, according to reports filed today by the railroads with the car service division of the American Railway Association, was a decrease, however, of 55,028 cars compared with the corresponding week last year, but an increase of 25,604 cars above the corresponding week in 1925.

Miscellaneous freight loadings for the week totaled 447,156 cars, a decrease of 4,259 cars under last year, but 20,103 cars above the same week in 1925.

Loading of merchandise and less than carload lot freight totaled 267,590 cars, a decrease of 1,792 cars below the same week last year and 3,034 cars below the corresponding week two years ago.

Coal loading amounted to 182,082 cars. This was a decrease of 23,996 cars under the same week last year but an increase of 10,157 cars compared with the same period two years ago.

Grain and grain products loading totaled 60,356 cars, an increase of 10,779 cars above the same week in 1926 and 6,250 cars above the same period in 1925. In the western districts alone, grain and grain products loading totaled 45,270 cars, an increase of 12,622 cars above the same week last year.

Live stock loading amounted to 31,765 cars, a decrease of 7,778 cars under the same week last year and 1,743 cars below the same week in 1925. In the western districts alone, live stock loading totaled 23,875 cars, a decrease of 6,310 cars under the same week last year.

Forest products loading totaled 69,321 cars, 3,738 cars below last year and 953 cars below the same week in 1925.

Ore loading totaled 56,231 cars, 21,578 cars below the same week in 1926, and 3,465 cars below the corresponding period two years ago.

Coke loading amounted to 9,730 cars, a decrease of 2,666 cars under the same week in 1926, and 1,711 cars below the same period in 1925.

All districts, except the Pocahontas and Southern, reported decreases in the total loading of all commodities compared with the corresponding period in 1926. All districts, except the Central Western, however, reported increases compared with the corresponding period in 1925.

Sawdust Piles Can Be Converted to Profitable Uses

Briquetted Sawdust Sold as Fuel to Central Heating Plants—Thousands of Tons Used as Packing Material—Wood Flour, a Sawdust Product, Has Many Uses

While millions of tons of domestic sawdust go up in smoke every year, American industry is, nevertheless, importing substantial quantities from foreign countries in the form of wood flour, in addition to chemical products made from sawdust, says Axel H. Oxholm, Director, National Committee on Wood Utilization.

About 10 per cent. of the saw log is turned into sawdust in cutting lumber, and since the United States produces 52 per cent. of all the lumber in the world the annual sawdust pile would be several times as large as the largest New York skyscraper. Most mills produce more sawdust than they need for fuel purposes and hence the problem of disposing of the surplus quantity of this material. Many lumbermen being troubled with this problem occupy offices having linoleum floor covering, and the walls covered with oat-meal wall paper. Few seem to realize that these articles are both made from wood flour, which is ground sawdust, and that a great deal of this wood flour is imported.

Briquetted Sawdust as Fuel

At present sawdust finds its principal use locally for fuel, because it is a bulky article and can only be shipped short distances because it usually takes lumber rates. This freight handicap may at times be overcome by briquetting the sawdust by compressing the material and in other cases the sawdust is converted into wood gas. In the Pacific northwest, central heating and power plants have been established where sawdust and wood refuse are converted into steam which is distributed to the consumers through pipe lines.

Sawdust as a Packing Material

On account of its absorbing qualities, sawdust is also used extensively in packing plants, fish markets, and other public places. More than 4,000 tons of sawdust are used in California alone for the shipment of grapes. It is also extensively used by the nurserymen. Over one thousand tons of sawdust are consumed in the tanning industry in the "staking" and "tacking" process of leather. It is also a valuable cleaning material in the metal working industry. The fur industry offers an important outlet for processed sawdust used for the conditioning of pelts. As an insulating material in house construction sawdust possesses valuable qualities, but since it is cheap it has probably been overlooked and the field is now held by other materials better known to the public.

To facilitate the gradual drying of cement, sawdust is an ideal material and large quantities are used for this purpose, including concrete road construction. The meat packers are also finding sawdust a useful material in the smoking of meat products.

Sawdust Used in the Manufacture of Various Products

Twenty-two thousand tons of sawdust were used in the manufacture of plaster board in 1925. A number of composition flooring processes involve the mixture of sawdust with other materials. Roof slabs, floor tiles and building blocks are often partly made from sawdust. Seven thousand tons of sawdust are used in the manufacture of abrasives.

In the chemical industry sawdust is considered as a valuable raw material. Through steam distillation turpentine and pine oils are extracted from sawdust. Formerly oxalic acid was made from sawdust but now cheaper processes have superceded the use of sawdust. Nevertheless we are importing more than 1,500,000 pounds of oxalic acid from Europe made from sawdust.

Wood Flour—A Sawdust Product With Great Possibilities

More than 24,000 tons of wood flour are annually produced in the United States, but we are also importing over six thousand tons from Europe. Wood flour is ground sawdust usually made from white pine, but other species may also be employed for certain purposes. Wood flour must have a white color for certain uses and in other cases freedom from resin is a requisite. Wood flour is produced in stone mills which are an adaptation of the old burr stone mills used for the grinding of wheat. There are also a number of specially constructed pulverizing machines on the market. Wood flour is chiefly used in the manufacture of linoleum (consuming 15,000 tons annually, or more than 50 per cent. of all wood flour used) and in the manufacture of dynamite, (about 7,500 tons annually). It also finds an extensive application in the manufacture of moulded articles notably "unbreakable dolls" and "bakelite." Oat-meal wall paper is also made from wood flour. Wood flour finds an application in composition flooring.

Wood flour is an article of considerable possibility—new uses should be developed in order to aid in a more complete utilization of our timber resources.

In an effort to aid in the profitable utilization of sawdust the National Committee on Wood Utilization of the Department of Commerce made a thorough investigation of the uses to which sawdust and wood flour are put, both at home and abroad. The results of this investigation are compiled in a bulletin entitled "Sawdust and Wood Flour," copies of which may be secured by addressing the Government Printing Office, Washington, D. C.

Manufacture of and Uses for Cooperage in Great Britain

Contracts for Herring Barrel Staves Placed During October to December—Packing House Products in Second Hand Barrels — Cooperage Trade Organizations in Great Britain—Outlook for American Staves

By A. E. BOADLE*
American Trade Commissioner

PART III

British importers of herring staves generally place their orders during October to December for shipment during the ensuing season, which opens about the middle of May.

The market prices for spruce pickled herring staves in November, 1926, for delivery during the coming season, was from £16 to £17 per Petrograd standard of 1,980 board feet, f. o. b. loading port. Based on an estimated ocean freight rate of 55s. per standard, this would be equal a price of £19 15s. c. i. f. British ports.

Export Cement in Wooden Barrels

Although sacks are used as containers for cement in the British domestic market, very large quantities of it are exported, the greater proportion being shipped in barrels. About one-third of the cooperage imported into the United Kingdom during 1924 was for the cement industry. Sweden and Finland are the principal sources of supply, followed to a small extent by Latvia and Poland. Some sample shipments have also been received of Rumanian spruce, but opinions differ as to its suitability for cement barrel purposes.

Cement Stave Specifications

The staves used for making cement containers are flat sawn and may be either of pine or spruce, and are sold in Great Britain as fir. The usual specifications are as follows: "Good merchantable quality, well manufactured, suitable for making up into cement barrels by machinery." Sizes are ½ by 28 inches, 2 to 5 inches wide, maximum 10 per cent. 2 inches for staves and ½ by 3 to 7 inches, 17 and 18 inches for heading. The principal ports of entry are London and Rochester (the Medway), followed by Manchester and Cardiff, although of considerable less importance than the two former. Efforts have been made by a leading cement manufacturer in the past to buy American Douglas fir staves, but it was found they could not be delivered here at prices competitive with the north European product.

Time of Year When Contracts Are Placed

Many contracts for north European cement staves are placed at the end of one shipping season for shipment during the ensuing one, dependent on the buyers' ideas of the future trend of the market. Shipments are principally during June to August, on account of the favorable ocean freight rates and insurance obtaining then. It is customary for the British importers to purchase their stave requirements f. o. b. loading port in the country of origin and cover their own tonnage requirements.

The market price for these cement staves during November, 1926, was approximately £11 5s. per standard of 1,980 board feet f. o. b. loading port for delivery f. o. w. (first open water, 1927). On an estimated ocean freight rate to regular United Kingdom ports of 55s. per standard, £14 c. i. f. may reasonably be considered a fair market value for 1927 season's delivery. However, some large British buyers consider that, owing to the smaller consumption during 1926 on account of the coal dispute, prices for 1927 season will have to react lower before substantial purchases will be made.

The Swedish cement stave is preferred to all others in Great Britain and brings about 10s. per standard more than the Finnish product.

Glucose Staves from United States

American tight gum sawn staves imported in shook form are used for making glucose barrels in Great Britain. Staves 36 by ¾ by 4½ inches average are used for the large barrels containing 54 United States gallons, and 30 by ¾ by 4¼ inches average are used for small barrels containing 34 United States gallons. Gum heading is also used 21 by 17½ inches diameter by ¾ inch thick, rushed, beveled, and doweled. The grading rules of the Associated Cooperage Industries of America apply to both staves and heading.

American Staves for Export Flour Barrels

A fair quantity of American slack gum shooks are used by the British milling industry to make export containers for flour. The staves are 28½ inches long and knife-cut five staves to 1⅛ inches in thickness. Jointed gum heading is also used for the barrels 17 and 17¼ inches diameter by ½ inch thick. The grading rules of the Associated Cooperage Industries of America govern sales of this stock in Great Britain.

Packing House Products Consume Many Second Hand Barrels

Most of the packing house products consumed in Great Britain are imported, so that there are large numbers of second hand barrels always obtainable. The United States supplies large quantities of these products, and a small quantity of white oak tight shooks 30 inches long (half-barrel size) is imported for export packing of pickled meat.

Specifications for Small Cooperage

Staves to manufacture "dolly" and other tubs, churns, water breakers, vinegar barrels, and other small containers are used in Great Britain. Except for vinegar barrels and churns, they may be either red or white oak, 18, 20, 22, and 24 inches long by 3 inches and wider by ⅝ and ¾ of an inch thick, and are imported from America, circle sawn, jointed or unjointed, either rough or planed, ready for making into the barrel.

Staves 18 by 20 and 24 by ¾ inch are used for vinegar barrels, but in wine quality, free from sap, and they must be white oak. Russian and Polish oak is also used, the staves being cut out of seconds from brewery stock.

Quantities of imported heading are used applicable to the staves, but heading is also made by the coopers themselves out of flat material.

Glasgow and Leith Chief Whiskey Cooperage Centers

Glasgow and Leith are the chief centers for the manufacture of casks for the British distilling industry, and American white oak is used exclusively for whiskey barrels. On account of the high rate of duty there is a smaller consumption of whiskey in Great Britain than formerly but the export trade in casks is considerable, and large numbers of staves and heading pieces are used annually for this trade. The demand from certain export markets seems to tend toward whiskey in cases in preference to casks.

In addition to the barrels used for transportation, the distilling industry imports from Spain large numbers of empty barrels that have formerly been used as containers of sherry for maturing purposes. According to British Government regulations, whiskey must be matured for three years before being sold, but some distillers hold their product for even 10 years before putting it on the market, so that the turnover is slow and the number of casks held in bond is largely increased on that account.

Stave and Heading Specifications

Prime flat-bucked and circle-dressed American white oak split staves in the following dimensions are used for the manufacture of whiskey barrels: 1, 1⅛, and 1¼ by 34 to 38 inches; 1, 1⅛, 1¼, and 1½ by 38 to 40 inches; 1, 1¼, 1½, and 1⅝ by 44 inches; 4½ inches average basis inside the sap.

* Reprinted from *Commerce Trade Bulletin*, No. 486.

Some white oak oval-dressed French clarets 36 inches and 42 to 47 French inches long are also used. (The French inch is equal to 1.06 American.)

Formerly staves, 26 by ¾ inches, known as an octave stave, were used, but have been discontinued, also the ordinary quarter-cask stave, 1 by 1⅛ by 34 to 38 inches long, is not used to any extent; in fact, they have seldom been called for in recent years. The principal sizes asked for today for whiskey barrels are 1¼ and 1½ by 38 to 40 inches long, 1¼ and 1½ by 44 inches long, and 36 to 42 inch French oval clarets, the former being chiefly used.

The sawn heading used is also of American white oak and is imported in the following dimensions:

32 inches diameter by 1⅛ inches thick.
20/22 inches diameter by 1¼ inches thick.
20/24 inches diameter by 1¼ inches thick.
24/26 inches diameter by 1¼ inches thick.
26/28 inches diameter by 1¼ inches thick.
28/30 inches diameter by 1¼ inches thick.
32/33 inches diameter by 1¼ inches thick.
24 inches diameter by 1½ inches thick.
26/27 inches diameter by 1½ inches thick.
28/30 inches diameter by 1½ inches thick.
32/33 inches diameter by ½ inch thick.
33 inches diameter by 1⅜ inches thick.
6 inches average basis.

Thoroughly Dried Stock Absolutely Essential

It is of the greatest importance that staves and heading should be thoroughly seasoned before shipment, otherwise buyers may refuse to take delivery. Some time ago a parcel of green staves arrived at Glasgow that had to be put in store for seasoning. As it takes considerably longer to season staves in Scotland than in America, heavy charges accrued before the buyers would accept delivery.

The principal defects in whiskey staves are sap and "cat faces." Whiskey is stored and matured in casks for a number of years; and if there is any sap on the staves, it is liable to rot and a leakage ensue. Again, "cat faces" permit leakage after a time, so that the barrels have to be patched to prevent loss of the contents.

Barrels for Dry Chemicals

Soda ash, refined bicarbonate of soda, muriate of ammonia, and soda crystals are the principal dry chemicals packed in barrels, the same kind of containers being used in both the domestic and export trades. Mixed north European pine and spruce (known as "fir" in the trade), imported from Finland, Sweden, and to some small extent from Russia, is most commonly used. The staves are flat sawn, the usual sizes being 42 by ⅝ inch, 2½ to 5 inches wide, and 30, 32, 34, 36, and 42 by ½ inch, 2 to 5 inches wide, not over 10 per cent. 2 inches. The heading varies from 30 inches diameter by ¾ inch to 22 by ⅝ inch; but little is imported, most being manufactured by the coopers out of lumber.

China Clay and Pottery Barrels of Fir

A considerable quantity of these "fir" staves is used in the manufacture of barrels for china clay. The county of Cornwall is the only section of Great Britain where this mineral is found, and large quantities are shipped to Staffordshire and Worcestershire for the pottery industry. This industry, however, consumes about one-third of the production, the remainder being exported.

The staves used to make china clay containers are flat sawn and imported from Finland and Sweden through the port of Fowey in Cornwall, the principal sizes being as follows: Hogsheads—staves (flat sawn), 41½ by ⅞ inch, 2 to 5 inches wide; heading, 27 by ¾ inch, 4 to 9 inches wide; half cask—staves, 33 by ⅞ inch, 2 to 5 inches wide; heading, 17 and 18 inches, 2 to 5 inches wide.

Burlap Bags the Substitute Container in China Clay Field

However, the quantity of wood containers now used for transporting china clay is small compared with pre-war times, as double bags of burlap have largely replaced them on account of their cheapness.

The pottery industry also uses north European fir staves for the manufacture of containers, the usual stave sizes being 34, 36, 38, 40, 42, and 44 by ½ inch; 40, 42, and 44 by ⅝ inch; and 30 by ⅜ inch, all 2 to 5 inches wide. Little heading is imported, it being made out of lumber in the cooperage plants.

Manufacture of Cooperage a Skillful Industry

The manufacture of casks or barrels for holding liquids demands the greatest skill, because, in addition to being perfectly tight when filled with liquid, the vessels must bear the strain of transportation to great distances, stand rough handling, and in some cases have to resist considerable internal pressure when they contain fermenting liquor.

Owing to the peculiar shape of a barrel —usually having its greatest diameter at the center—each stave must be properly curved to form a segment of the whole and must be so cut as to have a suitable bilge or increase in width from the ends to the middle; it must also have its edges beveled to an angle that will form tight joints. Machinery of an elaborate character has been devised to perform most of the operations of making both tight and slack barrels and has to a great extent superseded hand labor.

Early Origin of the British Cooperage Trade

The cooperage industry is one of the oldest in the United Kingdom, and the London Worshipful Company of Coopers was known as far back as 1307. In 1396 there is recorded a grievance to the company that barrels which had originally contained oil and soap were being used for wine and ale.

As far back as 1407 the mayor and aldermen of London ordained that "no one of the Mystery of Coopers" should make any vessels in which any liquor ought to be put unless of entire wood. Accuracy of manufacture and species of wood used in the manufacture of casks and barrels were also considered of prime importance, and in 1413 mention is made that barrels which were deficient of measure or made of improper wood or of bad workmanship were burnt, and in 1441 a cooper was fined 8d. for making defective casks.

In 1457 the mayor and aldermen of London passed another ordinance "that all vessels of unclean and sappy timber or lacking their just measure should be burnt."

Although many brewers in the United Kingdom make their own barrels today, this was not always the case, as by an act of Parliament passed during the reign of Henry VIII (1491-1547) brewers were prevented from making them and the business was given entirely to the members of the Coopers' Company.

The importance of a "trade-mark" was early recognized by the English coopers, and in 1420 an ordinance was made in London "requiring each cooper to have his own mark or sign made of iron and mark all barrels or kilderkins to be made, a copy of which mark or figure to be entered on record at Guildhall."

Decline in Consumption of Liquors Decreases Cooperage Requirements

The use of wooden barrels for malt and spirituous liquor is declining in the United Kingdom, principally on account of a smaller consumption, also the quicker turnover owing to new methods cutting down the period necessary for maturing purposes and the practice of many retailers to replenish their requirements at frequent intervals rather than to carry large stocks; in some cases liquor is being delivered in tank wagons instead of barrels.

The increased use of metal tank wagons and storage tanks for lubricating oils and kerosene has materially reduced the number of wooden containers used by the oil industry.

Sixty Per Cent. of British Made Barrels Produced by Brewers and Distillers

Many of the larger brewers in England operate their own cooperage plants, and it is estimated that 60 per cent. at least of the new barrels made in England are manufactured by the brewers and distillers themselves. In Scotland, however, the proportion is probably less, about 40 per cent. being a fair estimate. Many of the cement and dry-chemical manufacturers and some of the oil companies also make their own barrels. So far as new casks of all descriptions are concerned, an increasing number—in fact, the larger proportion—are machine made, leaving remaking (cutting down large casks into smaller ones) and repair work to be done by hand.

The pickled herring industry occupies a rather peculiar position among those industries consuming large quantities of barrels, owing to its seasonal character, so that in order to enable the crews to make a livelihood during the offseason, they are employed making barrels. As the curers both operate the fishing boats and manufacture the barrels, this is a convenient way to insure having crews during the fishing season; otherwise they might drift

to other sections of the country and it might be difficult to replace them.

Cooperage Trade Organizations in Great Britain

The British cooperage industry today is well organized, both employers and employes. The organization representing the former is the National Federation of Employers of Coopers in the United Kingdom and has its headquarters in London. Over 90 per cent. of the master coopers in the United Kingdom belong to this federation, the membership of which numbered upward of 350 individual firms in March, 1926.

The affairs of the federation are governed by an executive council, which is composed of representatives nominated by the district associations located in the various sections of the country as follows: London, Midlands, Lancashire and Cheshire, northeast England and Yorkshire, west of England and Wales, south and west Scotland, and east and north Scotland.

The principal objects of the federation are to maintain industrial peace, handle matters affecting the relations between the employers and the coopers' union, and any others of importance to the cooperage industry as a whole.

Operatives' Union

The operatives' union is known as the Coopers' Federation of Great Britain and Ireland, which also has its headquarters in London. With the exception of those employed in the pickled herring industry, virtually all of the coopers employed in Great Britain are members of this union, and at the latter part of 1926 these numbered approximately 6,800. Owing to the peculiar position occupied by the makers of herring barrels, they do not come under the wage agreements of the National Joint Industrial Council of the cooperage industry.

The wage scale paid in the British cooperage industry varies according to the kind of barrels made and the section of the country in which the work is done.

Joint Industrial Council of Employers and Employes

The principal function of the Joint Industrial Council, which is a body consisting of an equal number of employers and employes (12 of each) appointed by their respective trade organizations, is to secure the largest possible measure of joint action between employers and workpeople for the development of the industry as a part of national life and for the improvement of the conditions of all engaged in the industry. Any matter that falls within the scope of this general definition may be acted upon by the council.

Among its more specific objects are the following:

Regular consideration of wages, hours, and working conditions in the industry as a whole.

The consideration of measures for regularizing production and employment.

The consideration of the existing machinery for the settlement of differences between different parties and sections in the industry and the establishment of machinery for this purpose where it does not already exist, with the object of securing the speedy settlement of difficulties.

The consideration of measures for securing the inclusion of all employers and workpeople in their respective associations.

The collection of statistics and information on matters appertaining to the industry.

The encouragement of the study of processes and design and of research, with a view to perfecting the products of the industry.

The provision of facilities for the full consideration and utilization of invention and any improvement in machinery or method, and for the adequate safeguarding of the rights of the designers of such improvements, and to secure that such improvements in method or invention shall give to each party an equitable share of the benefits financially or otherwise arising therefrom.

Inquiries into special problems of the industry, including the comparative study of the organization and methods of the industry in this and other countries, and, where desirable, the publication of reports, the arrangement of lectures, and the holding of conferences on subjects of general interest to the industry.

The improvement of the health conditions obtaining in the industry and the provision of special treatment where necessary for workers in the industry.

The supervision of entry into, and training for, the industry, and co-operation with the educational authorities in arranging education in all its branches for the industry.

The issue to the press of authoritative statements upon matters affecting the industry of general interest to the community.

Representation of the needs and opinions of the industry to the government, government departments, and other authorities.

The consideration of any other matters that may be referred to it by the government or any government department.

The consideration of the proposals for district councils and works committees put forward in the Whitley report, having regard in each case to any such organizations as may already be in existence.

Co-operation with the joint industrial councils for other industries to deal with problems of common interest.

In addition to the National Joint Industrial Council, there are district councils located in the same sections of the country as the local associations of the employers' federations. These are seven in all and cover the entire United Kingdom. The main functions of these district councils are as follows:

The consideration of any matters that may be referred to them by the National Joint Industrial Council, and executive action within their district in connection with decisions arrived at and matters deputed to them by the National Council.

To make recommendations to the National Joint Industrial Council on any matters affecting the well-being of the industry as a whole.

To take executive action within their respective districts in connection with matters of purely local interest, including matters referred to them by works committees, subject to the right of the National Council to require notice of all decisions and within 10 days to veto any such action if it be found to involve the interests of other districts. The secretaries of the National Council shall communicate to the district councils within seven days from the receipt of the minutes as to whether in the opinion of the officers of the National Council such action is likely to involve the interests of other districts, and a final decision must be made by the National Council within a further 28 days. If the National Council do not exercise their right to veto any particular action of the district councils, such decisions shall come into operation retrospectively from the date of the decision by the district councils.

Co-operation with the district councils for other industries to deal with problems of common interest.

Where no adequate machinery exists for the settlement of differences between parties and sections of the industry, such differences as can not be settled within an individual factory or workshop shall be referred to the district council, and, failing a settlement by the district council, such differences shall be referred to the National Council.

Like the National Councils, both employers and employes are equally represented on the district councils.

As a result of the efforts of the National Joint Industrial Council, an agreement stabilizing wages throughout the cooperage industry was made in 1925, and both sides have worked in harmony since that time.

Outlook for American Staves

The brewing industry is the most important consumer of staves in the United Kingdom, it being estimated that approximately 50 per cent. in value of the total imports are used by it. Although during the war American oak staves were imported for the manufacture of beer barrels, owing to the impossibilty of getting the "Memel," just as soon as these were again available the industry returned to them. In spite of great efforts made since the armistice to induce the breweries to return to the use of American oak staves, they have not met with the slightest success, and it is the consensus of opinion that so long as the "Memel" product is available it will continue to be used by the brewing industry.

American oak, however, is preferred over all other by the distilling and palm oil industries, and this business will doubtless be retained, although there is considerable competition in the latter trade from second hand shooks. These industries, together with the oil (palm, kerosene, and edible) and keg trade, form a group second in im-

portance to brewing in the United Kingdom stave trade.

Next in importance are those industries using containers made from north European pine and spruce—namely, the cement, herring, dry chemical, and china clay industries. Owing to the close proximity of the countries supplying these staves, they can be delivered at prices with which America has not so far been able to compete, and although efforts have been made to introduce the Douglas fir stave for the manufacture of cement barrels it was not found economically possible.

Of the minor stave consuming industries the glucose and flour are the most important, and both use containers made out of American gum.

American Exporters of Staves Are Competent

There are few complaints made against American staves by the British importers, and it would seem that the export trade is in competent hands. Occasionally, it is said gum staves arrive discolored, which may be caused either by lack of protection from the weather during transit from the mill to seaboard or improper stowage on the vessel. On the whole, however, the British stave trade is well satisfied with the stock received from the United States.

Wooden Barrel Trade Extension Needed in Great Britain as in the United States

The increased use of American staves, as limited to the manufacture of containers for specific commodities, is determined by the state of trade in those particular industries. When business is good, the demand increases, while, on the other hand, depression is immediately reflected in the stave market. There are, however, some factors that are working toward a decrease in the total quantity of returnable barrels used, the principal of which is the great advance of motor transportation in Great Britain. Prior to the advent of the motor truck, commodities shipped in barrels, even when destined for near-by towns, had to be hauled in many instances by horse-drawn wagon to a railroad freight station, loaded on cars, and again hauled by wagon from the station at destination to the consumers' place of business. As a result of this procedure, several days necessarily elapsed while the barrels were in transit and the same loss in time took place during the return of the empties. As a consequence there were always large numbers of barrels in transit. The advent of the motor truck has changed all this and the railroads are now only used for long hauls. Trucks deliver over long distances, taking the full barrels out in the morning and picking up the empties enroute, and return the same night. The retail trade is also relieved of carrying stocks, as fresh supplies can be delivered by truck the day following the order. Accordingly, where formerly an allowance of several days was made between the placing of an order and delivery, business is now done on practically a day-to-day basis, so that the turnover of barrels is much greater than when slower methods of transportation were used.

Another important factor tending toward a reduction in the number of barrels used is the shortening of the time taken for maturing of spirits, owing to the perfecting of new methods. Under the old system large quantities were stored for long periods, but as a result of the new methods the turnover of spirits has been considerably accelerated and fewer barrels required for maturing than formerly.

It is also said in the trade that more whiskey is being shipped in cases for export than formerly, which also has its effect on the stave trade.

Again, in some instances, liquor is delivered to the retailer direct in tank wagons instead of in barrels as in the past. The growing use of motor tank wagons and substitution of metal storage tanks is adversely affecting the use of barrels in the kerosene trade. Retail stores, to an increasing extent, are discording the wood barrel and replacing it with metal tanks.

As regards gum flour barrels, the use of these is limited to ship's stores, and it is probable that, were it not for the British Board of Trade regulation requiring flour on ships to be packed in wooden barrels, this trade would be lost. The business is comparatively small and no great expansion can be anticipated, but consumption is likely to remain around present levels.

Substitute Containers Making Little Headway

The use of substitutes for wood barrels is making little headway in this market, except in the dry chemical and, to a smaller extent, the china clay industries, which are using burlap bags to a greater extent. There are many reasons for the use of wood barrels, such as convenience of handling, strength, comparatively low cost, maturing properties, etc., and long years of use have shown it to be a very satisfactory container for many commodities. It would be difficult to induce manufacturers of such goods to use containers made out of other materials.

American staves are being used in the United Kingdom for the manufacture of containers for which experience has shown them particularly suitable, and the demand will, naturally, fluctuate in accordance with the prosperity or depression in the particular industries using them. It is, however, also true that there are small prospects of their being used to make containers for other industries, either on account of preference, as in the brewing industry, or cost, as, for instance, the North European softwood stave. In view, therefore, of the changes in transportation, maturing methods, etc., any increase in the use of American staves is considered in the trade as improbable in the future, but so long as barrels are needed for whiskey, oil, etc., there will always be a demand for the American product.

(*End*)

Cold-Packed Cherry Industry in New York State Developing Rapidly

Now that the sour cherry season is a matter of history, there is considerable speculation in trade circles as to the future of the cold-pack. According to a report from Rochester, N. Y., carried in the *New York Packer* all growers and packers are agreed on one thing, apparently, and that is that it is likely that most of the sour cherries that are put up for future use will be cold packed.

The cold-pack for cherries was pioneered at Sodus, N. Y., by B. J. Case and Thomas G. McDill, the latter manager of the 600-acre Sodus Fruit Farm. The idea of fresh cherries for pies and like uses long after the season ends soon caught the trade by fancy and canners have seen a gradual lessening of demand for the old canned style cherries. Cold packing has been adopted in other towns in this section, growers and packers having gone to Sodus during the last few years, looked at the system in operation, visited the storages and then learned from the trade that the idea is believed to be sound.

This year, because of the extremely short crop of sour cherries in Wayne county, the Sodus Fruit Farm had to buy Hudson Valley cherries to fill its contracts and other packing concerns did likewise. The feeling here is that the Hudson Valley has now been sold strongly on the cold-pack because of the success with which its crop was handled by the up-State buyers this year.

1927 Cold-Pack Operations Successful

The Sodus Fruit Farm had 25 per cent. of a crop. It bought a number of tons of cherries around Kinderhook and hauled them to Sodus, a 14 hour haul, for cold packing. Other Western New York concerns bought and hauled cherries from various points in the East, and with all of the fruit now safely frozen it appears the ventures were successful. This in spite of the fact that early in the year there was a decided feeling in the trade that the whole thing was an experiment, and that it was not likely to be a decided success. It was reckoned that the haul would be too long and the conditions too strenuous for the dead ripe cherries. It was freely predicted that they would arrive in the Western New York plants in a very juicy condition.

This has not been borne out by facts. The cherries were loaded on trucks the same evening after picking, each truck carrying from three to four tons. They were packed in lugs, or corner locking boxes, and hauled overnight, for a trip of 12 to 14 hours. Arriving at the plant, they were pitted and chilled the same day. The Sodus Packing Company went a step further by shipping its pitting machines to the Hudson Valley to handle the crop it had purchased in that section.

Hudson Valley Growers Will Cold-Pack Own Production

Now the talk is that another year the Hudson Valley will cold pack on its own. There are now two cold storages available, one at Hudson and one at Germantown, with a third nearing completion at Kinderhook. These are all in the cherry section of the Hudson Valley and it is said they could very nicely accommodate a large block of frozen cherries, especially in a year such as this when the crop of peaches and apples is below normal. No definite plans are known now, but it is declared that already growers and storage men in the Hudson Valley have their heads together and are going to be prepared for another season.

Russian Staves in Havre Market

Writing from Havre, France, Consul S. J. Fletcher reports the Havre stave market which supplies northern and eastern France in competition with the Bordeaux, Cette, and Marseille markets is reported as very inactive at present, owing primarily to the general commercial depression, and, secondly, to the more general use of metallic barrels in the alcoholic trade.

During the calendar year 1926 Russian staves offered serious competition to the American and French products which had predominated in the local market since the World War. Russian staves were quoted at a price considerably below the quotations for either French or American staves and consignments of 2,000,000 and 3,000,000 staves were offered. In competition with the American product the Russian staves enjoy a much lower freight rate (approximately 20 shillings per metric ton), and it is also claimed that Russian staves are not, like American staves, made in one standard dimension, but are of various sizes and thicknesses which enable the different trades to select stock according to their respective needs. The finish of Russian staves was considered at least equal to the finish of American staves.

The production of staves in France is small. French oak is always in demand by cabinet makers and France has very few skilled stave splitters. However, skilled laborers and specialists in this work have recently come to France from Eastern Europe and now much of the French Burgundy wine is placed in French oak barrels.

Formerly stocks of American staves were stored at Havre. This enabled shipments to arrive from Gulf ports at cheap dunnage rates. Since the war, however, the stave trade fell off to such an extent that stocks on hand at Havre have about disappeared. This, of course, places American shippers at a disadvantage in quoting on demands for immediate delivery and there appears to be no likelihood under present conditions of a re-establishment of former stocks here.

According to provisional figures obtained from the custom house 204 metric tons of oak staves were imported into France through the port of Havre during the first four months of 1927, of which 188 tons came from the United States.

Dry Kiln Engineers' Club Seeking Data on Kiln Drying

In an effort to prove of maximum usefulness in its field, the Dry Kiln Engineers' Club, with headquarters at Memphis, Tenn., is seeking to gather ideas and experiences regarding kiln operation from all sections of the country, to analyze these and disseminate the knowledge gained generally. To this end the club is soliciting the correspondence of any firm or operator anywhere who is drying lumber in kilns.

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BARREL ELEVATORS AND CONVEYORS

Page
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... I. F. C.
Oram Co., The John S., Cleveland, Ohio 14-15

BARREL HEATERS

Colwell Cooperage Co., New York, N. Y. 5
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... I. F. C.
Hynson Company, The, St. Louis, Mo. ..... I. F. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 13

BARREL MACHINERY

Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... I. F. C.
Marten, Grahn & Andresen, San Francisco, Cal. ..... I. B. C.
Oram Co., The John S., Cleveland, Ohio 14-15
Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.
Weimar Engineering Works, Philadelphia, Pa. 3

BUNG MANUFACTURERS

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Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 24

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Henning, Inc., E., Chicago, Ill. 5

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Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 13

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Hynson Company, The, St. Louis, Mo. ..... I. F. C.
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 4
U. S. Bung Manufacturing Co., 50 S. Second St., Brooklyn, N. Y. ..... *

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Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... B. C.

DRY KILNS (Engineers and Manufacturers)

Universal Vacuum Dryer Co., Kansas City, Mo. ..... F. C.

ELM HOOP MANUFACTURERS

Bartlett, O. L., Mound City, Ill. 4
Peel & Bro., J. M., Lake Village, Ark. 5

EXPORTERS

Henning, Inc., E., Chicago, Ill. 5
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Pekin Cooperage Co., 330 Spring St., New York, N. Y. 24

HOOP MACHINES

Hynson Company, The, St. Louis, Mo. ..... I. F. C.
Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.

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Tinkler & Webster, Liverpool, England 5
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Hynson Company, The, St. Louis, Mo. ..... I. F. C.
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 24
Stanley Co., The Geo. W., Belleville, Ill. 24
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 13

PAIL AND TUB MACHINERY

Gerlach Co., The, Cleveland, Ohio ..... F. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.

SECOND-HAND BARRELS

Page
Heidt & Son, C., Jersey City, N. J. 5
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 24

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y. 5
Greif Bros. Cooperage Co., Cleveland, Ohio 3
Heidt & Son, C., Jersey City, N. J. 5
Jacobs Cooperage, K. W., Milwaukee, Wis. 25
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Mancuso Cooperage Co., Kenner, La. 24
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa. 24
Sandusky Cooperage and Lumber Co., St. Louis, Mo. 13
Skuse's Cooperage, Rochester, N. Y. 25
Walsh Sons, Morris, Pittsburgh, Pa. 4

SLACK BARREL STOCK (Manufacturers or Dealers)

Henning, Inc., E., Chicago, Ill. 5
Pennoyer Co., J. C., Chicago, Ill. 3
Struthers-Ziegler Cooperage Co., Detroit, Mich. 5
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y 13
Wineman, Jr., Henry, Detroit, Mich. ..... I. B. C.

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Pennoyer Co., J. C., Chicago, Ill. 3
Powell Cooperage Co., Memphis, Tenn. 16
Sheahan Co., B. C., Chicago, Ill. 25
Skuse's Cooperage, Rochester, N. Y. 25
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Walsh Sons, Morris, Pittsburgh, Pa. 4
Wineman, Jr., Henry, Detroit, Mich. ..... I. B. C.

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Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.

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American Steel and Wire Co., Chicago and New York 13
Hanlon-Gregory Galvanizing Co., Pittsburgh, Pa. ..... F. C.
Henning, Inc., E., Chicago, Ill. 5

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Henning, Inc., E., Chicago, Ill. 5
Krafft Cooperage Co., St. Louis, Mo. 25
Ozark Stave Co., Chicago, Ill. 25
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Sheahan Co., B. C., Chicago, Ill. 25
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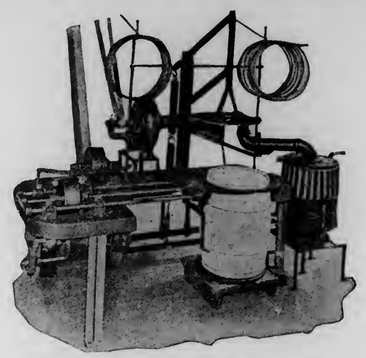

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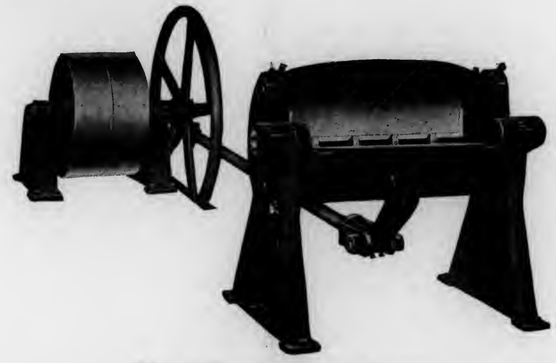

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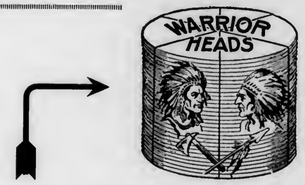

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1928

The National Coopers' Journal

FORTY-THIRD YEAR | Philadelphia, November, 1927 | $2.00 PER YEAR VOL. XLIII, No. 7

New Orleans Coopers Doing Business as Usual

Produce Shipments Have Started—Crops Expected to Exceed All Previous Records—Use of Bags for Export of Flour and Other Foodstuffs Causing Huge Losses

For about two months this city has been supplied with vegetables grown in other States, but now Louisiana vegetables are on the market and we are at the beginning of what promises to be the greatest produce shipping season on record. The cooperage business has improved somewhat, but the coopers are still on the anxious seat, for it is impossible to foretell what proportion of the great produce crop will be put into barrels. If the cooper lays in a large supply of stock it is possible that his old customers among the shippers will decide to use substitute packages, and if he does not lay in a supply it may be that he will be caught short of stock and will be unable to fill his orders. With crates on one side, gunny sacks and paper bags and cartons on the other and a mountain of bushel baskets ready to fall on his head and overwhelm him, he feels that he has a hard road to travel.

One Result of the Recent Flood

It is curious what trivial and unexpected things sometimes affect the market. The shipper used to say, "Bags cost me fifteen cents each, and, counting four bags to the barrel, the bags to hold one barrel of sugar will cost me only sixty cents, while a barrel cannot be had for less than seventy-five cents, so I can save fifteen cents by using bags." The cooper would reply, "But the barrel when emptied will sell for at least twenty-two cents, so you will, after all, save money by using barrels." Then the flood came and the River Commission needed vast quantities of bags to be filled with sand for reinforcing the levees. Bags must be had at once, regardless of quality or price, and so the bags were obtained. There may not be such a demand for old bags again during the next twenty years, if ever, but the precedent was established, and the cooper has lost one good "talking point," for the shipper says, "If we use bags we can sell the empties for any price we choose to ask for them." He cannot do this, but as long as he thinks he can the cooper has a hard time getting his business.

Notwithstanding these difficulties the cooper is doing business as usual, for the first proof of manhood is a willingness to face and overcome obstacles.

Flooded Areas Are Producing Crops

Vegetables are now on the market from lands that were covered by a raging sea during the last spring and early summer. The first good shipping crop is carrots. These were grown from seed furnished by the Red Cross after the flood. The Red Cross is faithful to its duties, and Mr. R. A. Shepard, Assistant Reconstruction Director for the State, is busy aiding the farmers in marketing their produce, and giving them instructions as to the best methods of packing their vegetables for shipment. Mr. Shepard says that many Louisiana farmers know nothing about the proper packing of truck for shipment, and for this reason Louisiana truck when it reaches the northern market has always been rated about forty per cent. because of improper packing. He says that the work of the Red Cross in this line will be of immense benefit to the State in years to come, for Louisiana produce, when properly packed, will be in greater demand, and the farmers will get better prices for their shipments.

The More Produce Men Know About Proper Packing, the Better for the Wooden Barrel

This is certainly a good work, and it might be profitable for some of our coopers, when offering produce barrels to country shippers, to give the customer some expert assistance in the best methods of filling them. However, the easiest and most effective way to learn how to pack vegetables for shipment is to go down to the lower end of the old French market in this city and watch the colored experts, trained by Mr. Chris Reuter, or other large shippers, fill vegetables into barrels, ice them down, bind sacking over the tops and hustle them into the waiting cars. The forty per cent. rating mentioned by Mr. Shepard does not apply to Mr. Reuter's shipments.

Produce Barrels Must be Well Made, But of Cheap Stock

The barrels so used must, of course, be well made, but of cheap stock. The products of the Southern Cooperage Co. seem to meet these requirements, and are largely used in this trade.

A good many sound staves are sold for use in the making of produce barrels because they are "high water stock," or are otherwise discolored, but when you see barrels made of bright, clean No. 2, or M. R. cottonwood or willow staves it is a safe guess that the stock came from the mill of the Union Stave Co., just across the river.

Soft Drink Manufacturers Still Using Good Tight Barrels

The makers of soft drinks are still using a good many tight barrels for their flavoring extracts, and some slack barrels for bottles, but they now buy their sugar in bags, and not in barrels, as they formerly did.

Must Strain Their Sugar Bought in Bags to Eliminate Lint

The history of this change from barrels to bags is instructive. The soft drink people found that when they received their sugar in bags, no matter what kind or quality of bags were used, or how carefully they were handled, the sugar always contained some lint from the bags that clogged up the appliances they used in the process of manufacturing their beverages. To avoid the trouble that this lint from the bags caused them they were forced to buy their sugar in barrels. At length, however, they discovered a process for bolting or straining their sugar and freeing it from this lint, so that the bag was no longer objectionable to them, and their beverages are, of course, pure and clean.

What Does Bagged Sugar, or Other Bagged Products, do to Ultimate Consumer

This raises the question, if sugar transported in bags contains enough lint to obstruct the works of a great factory, if it is not extracted, what will this lint do to the works of the ultimate consumer of the sugar who has no means of extracting it by bolting or straining the sugar?

What Happens When Bags Are Used in Flour Shipment

Mr. F. B. Milliken, entomologist of the Millers Export Inspection Bureau, now inspects every carload of flour that is received in this city for export. His main quarry is weevils, and he has been finding but little game lately. Mr. R. W. Lightburne, Jr., of Kansas City, Manager of the Bureau, recently visited our docks and assisted in this inspection, but failed to find any vermin in the flour.

Heavy Loss From Vermin Pollution Last Year

As a matter of course the flour when it leaves the mill is clean and free from vermin, but when it is shipped in bags the weevils get into the bags in transit, multiply with incredible rapidity, and by the time

the flour reaches its destination across the sea it is swarming with vermin. Mr. Lightburne says that last year these weevils caused a loss of approximately $200,000.00 on flour shipped through Gulf Ports, and this loss is now avoided by the thorough fumigation of all cars in which flour is shipped.

Use of Barrels Would Eliminate Inspection Work and Weevil Loss

This fumigation is all very well, as far as it goes, but how about the flour that is held here on the docks, in open sheds, waiting for the next steamship, and what is the fate of the flour after it leaves the hands of these trained experts of the Millers Bureau? Would it not be more effective to ship the flour in barrels, so that it would be, once and for all, safe from the inroads of the vermin? Is a well made flour barrel absolutely weevil proof? We believe that it is, but would like to have the testimony of some person of experience who knows for a certainty.

Opens New Slack Barrel Plant for Hand Work

John Heyd, Inc., while operating a tight stave mill in the country, has opened a large, new cooper shop at No. 3031 Chartres Street, this city. This shop is well equipped for hand work on slack barrels, has good railroad connections and paved streets, and is near the great French Market. Mr. Heyd says that so far he has only made a small beginning, but hopes to gradually get into full action as the shipping season advances.

Second-Hand Barrel Men Preparing for Future Trade

All the shops here that handle used barrels are buying all that are offered, but are selling only a few, and so are piling up stocks to supply the anticipated trade of midwinter. These dealers pay cash for used barrels, and have considerable capital tied up waiting for the produce harvest, when their customers will probably ask for thirty days' time. It takes money to run a shop of any size, large or small.

Gideon-Anderson Company Buys Timber

The Gideon-Anderson Co., cooperage and lumber manufacturers of Saint Louis, Mo., has begun the movement of 500,000 feet of gum, oak, elm and maple timber purchased from the Three States Timber Co. to the former's mill at Gideon. The timber purchased was blown down by a recent storm, and only down timber is included in the deal. It is in Mississippi County, in which the Three States Company, of which W. A. Gilchrist, of Chicago, is president, owns about 29,000 acres of virgin timber in the lower end of that county. Timber was blown over on seven sections of the tract.

A spur is being built to the railroad at Annison, which the timber will be hauled and shipped over the Cotton Belt to the Gideon-Anderson mill at Gideon, Mo.

Buffalo Flour Mills Have Some Good Orders

Late Reports Indicate Good Business for Balance of Year—Barrel Manufacturers Should Have Continued Barrel Demand

The flour barrel demand is fair, though the cooperage shops as a rule do not have much business ahead. The fall demand has been making itself felt to some extent and the local flour mills have been getting some good export orders. Late reports show that the trade has slacked up a little, but the mills look for fairly good business for the remainder of the year.

Demand for apple barrels has been limited by the short yield of the crop of this year. Late figures from the State Department of Agriculture and Markets estimate a commercial yield of 3,073,000 barrels, as compared with 6,500,000 barrels last year. On October 1st the growing condition or percentage of a full crop of all varieties was 35 per cent., while last year it was 81 per cent. The estimates for different varieties are as follows: Early Duchess, 39 per cent.; Wealthy, 54; McIntosh, 53; Baldwin, 33; Greening, 20; Northern Spy, 46. The decline in the crop of Baldwin will be very marked, as the estimate last year was 69 per cent. This last variety is the most important winter storage sort.

High Winds Cause Loss in Winter Apples

On October 12th a high wind blew a large number of apples from the trees in Western New York. Most of these were of the Northern Spy variety, it is said, a good share of other varieties having been already picked. In Genesee County it is estimated that between 25 and 30 per cent. of the unpicked apples were blown off, which means heavy loss to growers. The Northern Spy variety had given promise before this storm of yielding more heavily than last year.

National Apple Week a Success in Niagara County

Niagara County towns, including Lockport and Middleport, made displays of fruit in business places during National Apple Week, from October 31st to November 5th. The fruit committee of the Lockport board of trade had the support of all local business firms, granges in nearby towns and various other organizations which made the week successful. All merchants devoted a show window to a display of apples.

New York Canneries Call Upon Other States for Apples

The canning factories of Western New York have been turning to other States to obtain a supply, owing to the shortage in this State. Orders have been placed for 600 cars of Virginia apples to supply the canning plants at Rochester, Ontario, Union Hill and Ontario Center. Of these 400 cars will go to Rochester canners. A number of cars of Western apples have also gone into storage in this State.

Fir Barrels in the Vinegar Trade

A member of the tight cooperage trade has the following to say as to the cider and vinegar situation:

"There are not so many cider apples as last year. Good apples are scarce, but there will be a fair number of cider apples. A good carryover of vinegar occurred this year, so there will be a fairly large supply. With the vinegar association adopting the fir barrel as standard package for vinegar, many manufacturers are using this particular package. Of course the vinegar manufacturers are calling for a fir barrel that complies with specifications. Last year the fir barrel came into use more generally in this State and it looks as if all manufacturers, or perhaps with a few exceptions, will use the fir barrel this year.

Looks for Steady Increase in Demand for Slack Barrels

The Quaker City Cooperage Co.'s new plant is about completed and the machinery has been installed. The company is now turning out barrels and expects a steadily increased production from now on.

A. O. Theobald

October, as beautiful a month as it was, brought to the JOURNAL and, undoubtedly, to the entire cooperage trade, one of the most regrettable announcements and that was the announcement of the death on October 21st of Mr. A. O. Theobald, secretary-treasurer of the Sandusky Cooperage and Lumber Co., St. Louis, Mo.

Born in Columbus, Ohio, and educated in the public schools there, Mr. Theobald, graduated from the Ohio State University.

His first endeavors were along engineering lines in which work he spent several years. He served Galion, Ohio, faithfully for many years as city engineer, leaving that position to become partner in the firm now known as The Geunther Foundry. This partnership Mr. Theobald continued until 1917 when he associated with The Sandusky Cooperage and Lumber Co., and as Mr. H. R. Huntington, President of the company, says "Mr. Theobald was with us all the time we had our headquarters in Toledo and came with us to St. Louis in 1922."

A man of unusual ability and such characteristics as to win quick and staunch friends, Mr. Theobald's passing will be sincerely regretted and long lamented.

Mr. Theobald leaves a wife and two children, as well as a large circle of business associates and personal friends who will join with the JOURNAL in sympathizing with the immediate family in the bereavement that has come to them and with the Sandusky Cooperage and Lumber Co. in the loss it has sustained in the death of its efficient secretary and treasurer.

Barrel and Keg Plants Still Busy in Louisville

Business, as a Whole, Satisfactory—Barrel and Keg Demand Good—Stock Prices Holding Firm

After a very fair summer and late fall business in tight cooperage, demand is beginning to slow down somewhat. Plants in this section are still busy with orders in hand. While new business is not yet coming in in volume, there is, however, a good demand for small kegs.

Business, as a whole, has been most satisfactory during the past several weeks, the Louisville Cooperage Company especially reporting that they have found it necessary to do night work in their tight department in order to keep up with the demand.

Both Barrel and Keg Demand Good

Movement in both kegs and barrels has been good with orders coming in freely. Demand eased off a trifle early this season, because of early cold weather and a short pickle crop, as well as the small apple crop, which crop shortage resulted in less packages being needed for vinegar and pickles.

Promising Demand for Cottonseed Oil Barrels

The cotton crop in the South on the last Federal report showed a decline of from 14,000,000 bales to 12,678,000 bales, but some of the private reports estimate the crop at as high as 13,500,000 bales, while indications are for a crop of around 13,000,000 bales, as it will be picked clean. Cotton was up to 25 cents but dropped to 20 cents. The seed crop will be fairly close to normal, and should result in considerable oil from the pressers, this calling for a fair demand for packages for packing cottonseed oil. Compresses at Memphis and other points have been getting their plants in shape for normal activity.

Oil, Paint and Varnish Lines Not Registering So Well

Paint, varnish and lacquer lines have been a little below normal, due to slow business in the furniture and cabinet trades, with only fair business among the automobile manufacturers. Business has been only fair in these lines. The petroleum industry has not taken a very large amount of wooden packages, as most of its production is going in metal at this time.

Lack of Second-Hand Barrels Increases Demand for New Packages

Although much of the whiskey supply of the country is located in the concentration warehouses in Kentucky, the total bottling of whiskey sold on medicinal permits is not large at this time. The number, therefore, of empty whiskey barrels offered on the market is small, resulting in consumers of oak barrels who formerly used empty whiskey barrels to a considerable extent, being forced to use new packages today.

Demand for slack barrels in the local market has been quite dull. Flour mills are packing very little flour in wood at this time. The apple crop did not amount to anything, and produce demand has been relatively small. Prices, however, have remained steady.

Summer Production Heavy

Cooperage material has been in good supply, but prices are off somewhat right now. Production over the summer was heavy, as a good many manufacturers felt that the spring floods through the Mississippi Valley would result in a shortage of material. The flooded district came back strong, however, as labor was in better than normal supply during the cotton growing season.

At this time, there is plenty of barrel and keg stock being offered in all sizes, and at more reasonable prices, while production has eased off materially.

Misjudged Results of Flood Condition

Demand for coopcrage material as well as lumber was overestimated along with the effect of the spring floods on production, with the result that there has been too much production of cooperage material as well as lumber. Lumber markets have been badly off, and conditions are chaotic as a result of light demand and heavy offerings.

Notes of the Trade

A. W. Wright, of Philip Sengel & Son, operating the Gambrinus Cooperage Company, Louisville, reported that the company was producing a few slack barrels, but had virtually dropped out of the tight package and tank business, and that while it might continue its slack barrel business, the plant and business was for sale, along with considerable tight cooperage machinery.

J. N. White, of the Louisville Cooperage Company, reported that the company had done very little this season in slack cooperage, but had been busy for several weeks on tight barrels and kegs. They are still busy although they may not continue so very long as they are catching up with the orders in hand, and new business is not coming in strongly, as most of the larger consumers had purchased fall requirements. The company last spring made several improvements in its plant, installing conveyor and labor saving devices. They plan to continue the improvement program over the winter period.

Canadian Distilling Trade Boosts Cooperage Stock Sales

As a result of a flourishing distilling business in Canada, there has been a fair demand for cooperage stock from the States, by Dominion coopers. It is reported considerable heading and stave material has moved out of Eastern Kentucky to Canada over the past eighteen months.

Baskets as Apple Containers Helped to Reduce Barrel Demand—C. M. Van Aken

During the past month there has been a fairly good demand for cooperage stock to be used in barrels for general purposes. However, the apple crop is quite a factor in the slack cooperage business, and as the crop was light in some sections and of poor quality in others the demand for apple barrel material has been rather limited. More or less fruit barrel material has been moving, but it has been to fill orders previously taken and new orders have been few, therefore the slack cooperage business in this locality during the past month has been the smallest of any month in the year. It seems that conditions have operated favorably for the increased use of baskets in the apple sections this year. It is not unlikely that the presence of these will be felt to a larger degree next year. But, however, with a normal crop of good fruit undoubtedly a great deal of fruit barrel cooperage will be required.

Better Slack Cooperage Demand in Britain May Absorb Stocks on Hand—J. C. Tinkler

The British Cooperage market, so far as American stock is concerned remains on the quiet side.

In slack cooperage lines the big importations last spring, due to over-buying on account of the floods, have not yet been absorbed. Buyers are holding off, and although a better demand has sprung up in the last two weeks, it is too early yet to know whether this will absorb the fairly large stocks still in the yards of importers. The market here is still on the easy side.

In tight cooperage lines there have been few inquiries for palm oil staves, but the market for second-hand casks is a little more active, and this may cause a demand for palm oil staves in a couple of months' time. Stocks on hand, however, are much larger than usual at this time of the year. There are practically no inquiries for whiskey stock. The breweries here only use "Memel" staves. Large quantities have arrived from Russia and Poland, but with winter coming on future arrivals, except from Danzig and Libau, will be much curtailed. Prices have ruled very low the whole of this year, with a weakening tendency right up to now. Today the market is, if anything, a little harder. Exporters have had a poor time for the last eighteen months.

Erects Stave Mill

C. M. Farmer has completed the erection of a stave mill at Eureka Springs, Ark., the machinery being moved to it from a plant he formerly operated at Huntsville, Ark.

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DEVOTED TO THE COOPERAGE INDUSTRY

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SPECIAL ARTICLES IN THIS ISSUE

Editorials
Wants in Cooperage Lines
Twelfth Semi-Annual Convention The Associated Cooperage Industries of America.
Naval Stores Packaging Again Discussed at Paint, Oil and Varnish Convention.
New Orleans Coopers Doing Business As Usual.
Buffalo Flour Mills Have Some Good Orders.
Barrel and Keg Plants Still Busy In Louisville.

Trade Extension Plan Fails of Adoption at Semi-Annual—Delay in Starting Campaign Costly to Wooden Barrel Interests

IT is exceedingly unfortunate that a series of apparent misunderstandings blocked the adoption of a Trade Extension plan by The Associated Cooperage Industries of America at its Semi-Annual Convention at Memphis.

The adoption failure is deeply regrettable for in delaying the acceptance of the Trade Extension plan a golden opportunity has been lost to give a forward thrust to the wooden barrel, by broadcasting to the shipping consuming industries the advantages and economies of wooden barrels, that would unquestionably result in a more extended use of our trade package in those fields in which it is now used, as well as the opening up of new channels for cooperage distribution.

Just how and why these misunderstandings and differences of opinion became stronger than the inherent desire of the majority of Association members for a Trade Extension campaign is somewhat difficult to determine. Especially is this so in view of the fact that the Association as a body committed itself to a Trade Extension program at the Annual Meeting in St. Louis last May.

It is very possible that there were those who allowed themselves to be swayed by a recollection of an unprofitable publicity experience in the past, but as President Nash stated during the discussion, the cooperage industry should not base its judgment of the efficacy of Trade Extension upon the experiences of the past. It is well to learn from the mistakes of the past, but it is not wise to condemn any plan solely and entirely because of past experience, since to do so is to adhere to principles of reactionalism rather than to those principles that insure progress.

The cooperage industry cannot longer afford to mark time. It must begin to fight and fight hard to combat the competition of substitute packages. The manufacturers of wooden boxes, fibre packages, both cartons and what are now being termed fibre barrels, steel drums and steel barrels, are fully aware of the volume of business that is obtainable from those industries now using the wooden barrel. These manufacturers are going after that business with all the energy at their command. They are not deterred by rebuffs of either the present or past, for they are certain that by constant striving to gain their ends, they will be rewarded with a sufficient amount of success to make their efforts profitable.

The time has long since passed when any single business or industry has a monopoly on the buyers of its product. A continuous intensive and unflagging selling effort is an absolute necessity today to hold the trade of any consuming industry, and it is the height of inconsistency for the cooperage industry to decry the efforts and successes of substitutes in wooden barrel fields, and still make no effort to combat these activities or prevent the further encroachments of these substitute packages upon the wooden barrel's legitimate business.

The greatest business protecting weapon, both defensively and offensively, in the hands of the cooperage and cooperage stock manufacturers at this time would be a comprehensive Trade Extension campaign that would wield a wide-spread influence among shipping package users. The advisability of such a campaign should not be reckoned in dollars and cents alone, but rather should it be judged according to the benefits that would come to the cooperage trade in the safeguarding of its present interests and the advancement of its welfare in the years to come. As W. S. Peel so sensibly stated at Memphis, ". . . It might be necessary to put up $1.00 or $2.00 a car to carry on this work. I do not know how much money that would mean, but I do know this,—if my business is worth anything to me in the future, if I expect to stay in it and keep it alive, I have to do something toward keeping it alive. If it costs me $1.00 per car to do this I had better pay it."

Happily there is no thought on the part of the Association to abandon the idea of Trade Extension work, and a reading of the discussion held during the General Session at Memphis will, we believe, convince even the most skeptical that the Association membership with but very few exceptions, desires the adoption of a Trade Extension plan.

THE JOURNAL can see no difficulty whatever in satisfactorily ironing out such differences of opinions and misunderstandings as do exist in the Trade Extension plan proposition, and while the delay which has been occasioned in the inauguration of a Trade Extension campaign is costly, because of the time which will be lost between now and the acceptance of such a plan, there is, however, heartening encouragement in the belief that once a working plan is adopted it will have the full support of the industry as a unit, and if this proves true, giant strides can be assured in putting the cooperage industry upon a safe as well as a continuously prosperous business basis.

What THE JOURNAL thinks, and has always thought, of trade extension, is well known to every member of the entire industry, and right now, while the agitation for such extension work is so alive, we want our readers to know that THE JOURNAL's pages are open for the full and complete expression of all views, opinions, etc., for or against trade extension, to the end that we may all arrive at a greater and more comprehensive understanding of the benefits, or otherwise, to be derived from such work.

Bearing in mind the fact that the opinions of those opposed to a Trade Extension movement are not only the honest opinions of sincere and intelligent businessmen, but of staunch, faithful and long-tested wooden barrel boosters, as well, we believe that they are all open to conviction that in a Trade Extension campaign lies the present protection and the future prosperity of their trade—the cooperage industry.

Fibre Substitute Propaganda That Stretches Truth and Fact

A puzzle picture, "Pick out the Wooden Barrel," which, by the way, to the experienced eye is no puzzle at all, is what accompanies advertising matter being mailed in the favor of a new species of fibre barrels. The stretching of truth and fact has always constituted a large part of substitute container propaganda, and while this latest fibre barrel protestation follows no new lines, it is, however, of sufficient interest to awaken all those interested in the welfare of the wooden barrel to the conviction that claims of substitute container manufacturers grow bolder and bolder as they are unchecked by opposition and contradiction, backed by concrete evidence from the cooperage industry.

Trade Extension work on the part of the cooperage industry is the only adequate way to combat and nullify the propaganda campaigns of substitute containers that are seeking to lead into their camps the business that belongs to the barrel.

National Economic Progress Depends on Wood and Methods of Providing Permanent Supply Being Sought

A FAIRLY adequate history of the rise and fall of empire and the progress of civilization could, it has been asserted, be written around wood and the final chapter to such a record is yet to be written. Lewis E. Pierson, President of the Chamber of Commerce of the United States, has issued a call for a conference, to be held in Chicago, to consider methods of providing a permanent supply of wood for our national industries.

The conference is to be known as a Conference on Commercial Forestry. It will be made up of representatives of lumbering activities, paper and pulp interests, and all other industries dependent upon wood as a raw material, as well as forester and forest land owners, fire insurance companies, and scientists. The conference will devote two days to the discussion of the growing of timber as a private commercial enterprise.

Accentuating the fact that wood is essential to national economic progress, President Pierson says: "In the United States there are nearly 350,000,000 acres of cut over forest land, much of it at the doorstep of industrial centers where it is most needed. Most of this is covered with second growth and if the fire and taxation problems can be met should go far toward meeting the nation's wood requirements.

"At the same time other feasible measures have been devised for the conservation of our available supply by the prevention of waste and the recovery of by-products and there is much yet to be done in the way of scientific experimentation and research in the growing and use of timber."

Wants in Cooperage Lines

"Heading," care of THE NATIONAL COOPERS' JOURNAL, *Philadelphia, Pa., desires quotations on 19⅛" veneer heading.*

Wm. H. Cooper Sons, 330 Brown Street, Philadelphia, is in the market for second hand No. 1 oil barrels, also turpentine and cottonseed oil barrels.

Wm. H. Cooper Sons, 330 Brown Street, Philadelphia, desires quotations on 2 cars oak tight barrel heading 19", 21", 21½ and pine and gum heading 20¼" and 20½".

"Stock," care of THE JOURNAL, *is in the market for hardwood staves and heading prepared and ready to set up. This company produces cider and vinegar.*

"Butter Tubs," care of THE JOURNAL *desires to get in touch with manufacturers of western spruce finished stock for 63 lb. butter tubs.*

"Keg" care of THE JOURNAL *desires prices on used or new one-gallon tight keg machinery, also one Glader hoop flaring machine, keg size, and one Holmes riveter.*

Herbert, Vogel and Mark Co., Inc., 18th and Indiana Streets, San Francisco, Calif., are in the market for one Oram keg crozing machine, one Oram keg power windlass, one Oram flaring machine and one Oram keg thin hoop driver.

Every Promise of Excellent Flour Barrel Demand in Canada —W. A. Fraser

At the time of writing, the Ontario apple crop is pretty well picked and the apple barrel business for 1927 has been taken care of, leaving sufficient apple barrel stock in the hands of the manufacturers, in our opinion, to take care of at least half of any apple crop we are likely to have next year. For this reason, we do not feel that there will be a very large cut of apple barrel material taken out by the Canadian mills this winter. From the standpoint of the cooperage manufacturers, the apple crop this season has been very disappointing, and they are confronted with the unfortunate condition of having a carrying charge on heavy stocks of apple barrel material until next year.

During the last month the demand for No. 1 elm staves, both in the flour and sugar barrel trade, has been strong, and the flour barrel business in particular gives promise of a keen demand until the close of navigation.

General business conditions in Canada are exceptionally good, and while the cooperage manufacturer is confined to a limited margin of trade for his commodity, the business for general merchandise barrels should be at least normal throughout the fall season and as the mills have completed their season's operations and the apple barrel business is over, manufacturers will now be able to concentrate on the miscellaneous trade.

The Associated Cooperage Industries of America
In Semi-Annual Convention, Memphis, November 1st, 2nd, 3rd

That The Associated Cooperage Industries of America is growing, both in numbers and strength, was amply demonstrated at the Twelfth Semi-Annual Convention of the Association, held in Memphis, Tennessee, November 1st, 2nd and 3rd.

When the drop of the gavel opened the first session of the Convention,—the Tight Coopers Group, on Tuesday morning, November 1st—there were approximately 200 members in attendance, and as the day grew older, there was a continuous stream of newcomers arriving.

The entire Convention was given over to the discussion of three subjects only; namely, Estimated Weights, Grade Rules and Specifications and Trade Extension, and that these three subjects were considered from every angle is testified by the Convention proceedings.

No Changes in Grade Rules and Specifications

With regard to recommended changes in Grade Rules and Specifications, it was perceived very early in the discussion that members of the Association are adverse to continually changing Grade Rules and Specifications to meet local conditions or individual problems. The real value of the Grade Rules and Specifications lies in the fact that they guarantee a quality barrel, and this value was stressed many times by representative members of the cooperage industry during the discussion of proposed changes. It is only by holding to a high standard of quality for the wooden barrel that the present demand for cooperage can be maintained. Recognizing this fact the various group sessions at the Memphis Convention decided to go slow in making any changes in present Grade Rules, and had no hesitancy in referring recommendations back to the Grade Rules Committee for further consideration.

Favorable Action on Trade Extension Campaign Postponed

It is with considerable regret, however, that THE JOURNAL is called upon to report the Trade Extension movement entered into so enthusiastically by the Association in its Annual Meeting last May, received a setback at the Memphis Convention. Not because the Association as a whole does not want to carry on a Trade Extension movement, but rather because of differences of opinion as to methods of operation and proper financing.

There are many who believe that the present time is not a good one in which to begin a campaign, and they are honest in their belief and in the arguments they advance to substantiate their belief.

Nevertheless, a careful reading of the General Session will, we are sure, quickly prove that the attitude of the members at large is in favor of Trade Extension work. The one thing necessary is for everyone to work as a unit in order to satisfactorily adjust any misunderstandings and differences of opinion that may exist.

Will Continue Negotiations for Trade Extension Campaign

There is no thought on the part of the Association or its members to abandon the

President T. J. NASH

Trade Extension movement. The setback experienced at Memphis is only a temporary one, and there is every reason to look forward to an inauguration of a successful wooden barrel Trade Extension campaign fully supported and financed at the next Annual Convention of the Association, if not before. As Carl Meyer stated during the discussion on Trade Extension, "We have never failed in anything we have undertaken, and we are not going to fail with regard to Trade Extension."

A complete report of the proceedings of the Semi-Annual Convention follows:

TIGHT COOPERS' GROUP

The Tight Coopers Group with Vice-President R. W. Rush in the chair, opened its meeting at 10 A. M. Tuesday, November 1st.

After consideration of proposed changes in Grade Rules and Specifications, it was the sense of the meeting that the proposed changes be held over until the joint meeting of the Tight and Slack Coopers' Group on Wednesday afternoon, November 2nd. In the meantime the members were asked to give much thought to the changes recommended by the Grade Rules Committee, so that a mutually satisfactory decision could be made at the joint session.

On motion, the meeting adjourned.

SLACK BRANCH—ALL GROUPS

The meeting of the Slack Branch—All Groups, came to order 10 A. M. Wednesday, November 2nd, with Vice-President C. F. Buchele presiding.

Reporting for the Grade Rules and Specifications Committee, W. M. Davis called attention to the recommendation made at the Annual Meeting in St. Louis, that the Association compile weights of the various kinds of staves, such weights to be submitted to this session for consideration. Mr. Davis outlined the complaints made to the Association as to the inequality of the present estimated weights of staves, and thought the Association should make a decision as to whether or not a change in the published weights would be advisable. In order to obtain comprehensive information on the subject members of the trade had been canvassed and the results of the investigation are shown in the report of Traffic Manager C. A. Brucker, copies of which were distributed to the members present.

Chairman Buchele requested a thorough discussion of this question of changes in weights of staves. Mr. Wunderlich felt that it might be well for the Association to go along with the present weights for another year, as the past year may have been an unusual one with regard to moisture, etc. O. T. Steudle advised the meeting that his company had more or less trouble with the general weights, and that he thought the estimated weights are low.

Weights of Staves Vary

Mark H. Brown of Memphis felt that something should be done with the weights, as the further south you go the more dampness there is in the air. He said that it is much harder to hold to the present weights in Louisiana than up north where it is drier and the air lighter, and where less sap is experienced. As an average proposition Mr. Brown said that his company has never been able to get down to the present standard weights.

President T. J. Nash entered the discussion at this point. "It has been our experience," said Mr. Nash, "that most of the weights as estimated are somewhat lighter than the actual weight as shown by the railroad's expense bills. It is fair to presume that the railroad weights are approximately correct. Let us consider the estimated weights on 30-inch gum staves. This weight at the present time is listed as 840 pounds, but we find it almost impossible to get an air dried stave down to 840 pounds. An estimated weight of 850 pounds, in my opinion, would be nearer correct and more equitable. With regard to cottonwood staves I would like to hear from Willard Davis, as Mr. Davis is well informed on the subject of cottonwood staves. However, it has been our observation that the regular 28½-inch cottonwood flour barrel staves weigh in excess of the estimated weight."

Tests Show Actual Weights of Cottonwood Staves in Excess of Estimated Weights

Mr. Davis said it was quite true that the weight of cottonwood staves varied in the different producing sections. According to tests that he had made, cottonwood staves cut 5 to $1^{15}/_{16}$ inches would weigh 868 pounds after having been under a dry shed for thirteen months, whereas the estimated weights call for 850 pounds. Mr. Davis said that one of the reasons for the variation is the quality of the timber. "River bottom timber," he said, "obtained in Mississippi and on smaller rivers is much heavier than the regular river bottom timber."

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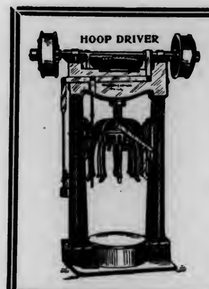

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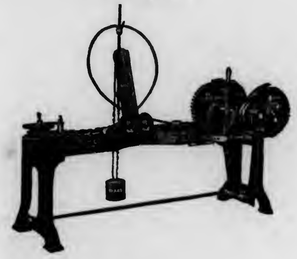

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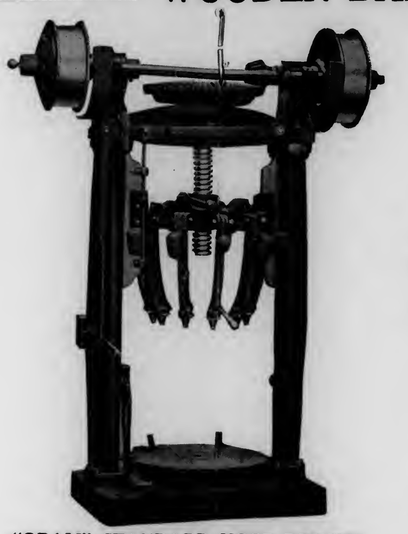

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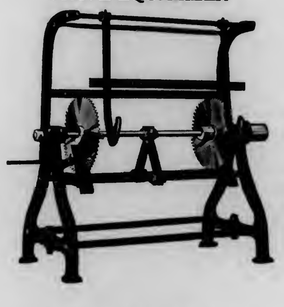

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Suggests a Second Survey be Made

N. A. Brush of Greif Bros. Cooperage Co., Cleveland, Ohio, felt that the present estimated weights should be corrected, as these weights are much out of line. Just how soon this correction should be made depends entirely on whether or not the report of Traffic Manager Brucker is a fair average for shipments throughout the entire year. He suggested that another survey of the industry be made, and that the results of the second survey be compared with the one just completed, and in this way it might be possible to secure or decide upon average weights that would be reliable.

Reliable Weight Figures a Necessity

Chairman Buchele again urged a general discussion of the estimated weights question for the reason that he considered this a very important subject and one that can save or lose much money for stock manufacturers.

"It is quite apparent from Mr. Brucker's report," said Mr. Buchele, "that many staves are being made today that are not covered by our Grade Rules and Specifications. For instance, a great many staves are cut 5 to 1 15/16 inches yet there is no estimated weight for these staves in our Grade Rules. The Grade Rules cover staves cut 5 to 1⅞ inches quoting an estimated weight of 840 pounds. Of course the object of the estimated weights in the Grade Rules is not to interfere with any special work or the production of any special class of staves that a mill might manufacture, but rather to guide the trade in their shipping relations with railroads and customers."

Mr. Buchele agreed with the previous speakers that the weight of 30-inch gum staves cut 5 to 1⅞ inches is lower than the actual weight. He thought that the average estimated weight should be placed at 850 pounds.

Association Should Have More Comprehensive Information Before Arriving at Any Decision

E. A. Powell entered the discussion with the opinion that the information supplied the Association on this subject of estimated weights is not sufficient on which to base a new set of estimated weights. He said that many times when staves were dry they will not weigh over 840 pounds, but of course, if not thoroughly dried they will weigh more. "It seems to me," continued Mr. Powell, "the difference is in the thickness. There is quite a variation in the thicknesses of staves. Another angle to this report to which I wish to call attention is that it does not contain any information from the jobber, and I do not think you can get reliable figures unless you have the reports from the jobbers. There is a large bulk of staves handled by jobbers today, and this business is not included in the report because the individual mills selling through jobbers are not reporting. The idea of the investigation of weights, as I see it, was to give us a basis to submit to the railroads when we make our claim for overweights. It seems to me that it would be laughable to go to the railroads and ask them to give us a basing weight arrived at from the estimated weight on 60,000 or 600,000 staves. It certainly seems logical to say the railroad's reply would be that for years and years millions of staves have been shipped on the present basis, and that the present estimated weights are very nearly correct when compared with the actual weights. There is only one way to get reliable figures with regard to weights. We must get a better response from the trade at large. In this respect the report is not complete."

Mr. Davis said that is just what the committee wanted—a full and complete report.

Manufacturers Must be Shown Value of Reliable Weight Data

Replying, Mr. Powell said that the only way to get a complete report is to show members not reporting how important it is not only to the trade, but to themselves, that the estimated weights be as nearly correct as possible. He felt that the small number of concerns reporting is due to the carelessness of cooperage stock manufacturers or a misunderstanding as to the purpose for which the figures are to be used. Mr. Powell reiterated his statement that jobbers must be included in the reports, otherwise it would be impossible to come to any satisfactory conclusion.

Believe the Suggested Second Survey the Best Plan

H. F. Nelson did not consider the present report of very much value because of the variation in the thickness of staves, and was of the opinion that another survey should be made.

E. J. KAHN, Peoria, Ill.

According to President Nash it would be a mistake to take any action in the way of changing present estimated weights without making another effort to secure complete reports from the membership.

E. P. Voll agreed with Mr. Nash, stating that it is absolutely necessary to get something like the comprehensive report before going to the railroads with new estimated weights.

Burleigh Jacobs expressed the thought that perhaps the method of seeking the reports was not just the right one. "There is a possibility," said Mr. Jacobs, "that when you ask a man to go through his records for a whole year he is very apt to say it is too much work. My suggestion is that you ask the various mill men to start on the first of a month to make up his list of weights, and then list each freight bill after the other as it comes in for the month. In this manner I feel sure we will be able to secure reports that will be worth while."

H. B. Lowe, Fort Wayne, Ind., said that their trouble has not been with the staves that weigh 20 pounds more than others, but rather with 30-inch that weigh 925 or 950 pounds. Mr. Lowe felt that there will always be a leeway of 10 or 20 pounds, and that from his viewpoint present estimated weights are about as near right as possible.

Additional Information Will be Compiled by a New Survey

Estimated weights was further discussed by Messrs. J. W. Donaldson, E. A. Powell, Walter F. Little and W. M. Davis, and as it was the consensus of opinion that another survey should be made, H. F. Nelson moved that a second survey of weights be made covering a period from April 1, 1927 to April 1, 1928, and that the results of this new survey be submitted to the annual convention of the Association in May, 1928. The motion was later amended to read "covering a period from March, 1, 1927 to March 1, 1928." The motion was adopted.

Opening the discussion on a Trade Extension Campaign, Vice-President Buchele called upon Mr. Powell for an expression of opinion as to present trade conditions. Mr. Powell stated that business is not what it should be, and that the trade is operating on a declining market. However, continued Mr. Powell, "manufacturers of cooperage and cooperage stock should try and make business better, and not let the fact that it is difficult to make money at the present time bear down too heavily."

Vice-President Buchele then called on Mr. Voll for his expression. Mr. Voll replied that as the slack branch of the industry has a Trade Extension Committee functioning, he thought that the committee should make its report.

The chair then called upon Walter F. Little for the report of the Trade Extension Committee. Mr. Little told the members assembled that at a meeting the previous evening the opinion of the majority of the committee was that the present time is not conducive to a successful trade extension campaign. "The committee do not think," said Mr. Little, "that present conditions would warrant beginning a trade extension campaign that would necessitate the outlay of between $70,000 and $100,000 which it was estimated would be necessary to finance a successful campaign. It would do no good to begin such a campaign, and then not carry it to a successful conclusion. I want to say that there was not one member of the committee who was not open to conviction as to the advisability of a trade extension campaign, but they could not see how it could be done."

There being no further business before the meeting, the session adjourned.

TIGHT STAVE AND HEADING GROUP

The meeting of the Tight Stave and Heading Group was called to order Wednesday, 10.30 A. M., November 2nd.

The chairman informed those in attendance that the only business scheduled was that of proposed changes in Grade Rules and Specifications.

These proposed changes were placed before the members for consideration, and after a thorough discussion it was deemed advisable by the meeting that a decision as to the adoption or rejection of the recommendations made by the Grade Rules and Specifications Committee be deferred until the meeting of the Tight Cooperage Branch—All Groups, scheduled for 2 o'clock Wednesday afternoon. By postponing action until the afternoon session the ideas and suggestions of both stock manufacturers and coopers could be obtained.

On motion, the meeting adjourned.

TIGHT AND SLACK COOPERS' GROUP

Chairman R. W. Rush called the joint meeting of the Tight and Slack Coopers' Group to order Wednesday afternoon, November 2nd.

The only business scheduled for this session was consideration of changes in Grade Rules and Specifications, and Chair-

man Rush called for a report of the Grade Rules Committee.

This committee recommended that Section 6 of Grade Rules covering white and red oak oil or tierce staves be amended by adding that not more than five seed holes in any one stave be permitted, and not more than 10 per cent. of the carload to be of such stock. Also, if staves are found to be seedy the shipper shall pay for the cost of planing. The committee further recommended that the above grade rule be tried for one year before any further changes are made.

Gum staves are governed by the same specifications as oil barrel staves, 34 or 36 inches in length.

Secretary Hirt advised the members that as the present rule reads staves must be free from seed holes, cat faces, etc., a question, however, has been raised as to the interpretation of this rule. There are some who consider that a stave with even one seed hole should be classed as a cull, while others are of the opinion that if you cut off the portion affected with the seed hole that the stave should not be classed as a cull.

Cautions Against Constant Changing of Grade Rules

Upon a call from the Chair for a general discussion on this subject, S. M. Shane of J. F. Hasty and Sons, said: "I have heard a great deal about seed holes at this Convention, and if you have five seed holes you may have 500 or you may have 10. If a stave has seed holes in the edge that stave may still be used by jointing off the seed hole. I think the less we amend our Grade Rules and Specifications the better off we will be."

Walker L. Wellford agreed with Mr. Shane that it would be a mistake to change the rule. "It was stated at the tight coopers' meeting this morning," said Mr. Wellford, "that these rules were made for jointed-off staves. If a man ships staves that have seed holes in them they can be measured off, and the average width of the stave reduced to where the seed holes are all through the stave over the entire surface. It is absolutely impossible to state how many seed holes there are in a stave, and even if you inspect a carload today, tomorrow the staves in that carload may have twice as many seed holes. Our rules were written in 1899 and I think they have withstood the test all these years. Therefore I do not see why every time a man ships a carload of poor staves we should change the rules so that he can get by with another carload of poor staves."

E. J. Kahn reiterated his opinion expressed at the tight coopers' meeting that the rules approved, adopted and in use for the last 25 years should not be changed as recommended.

Mr. John R. Winterbotham expressed the same opinion as Mr. Kahn. Chairman Rush said that cooperage and cooperage stock manufacturers should not fail to recognize the fact that we must have better staves and not poorer staves. "We will have to produce staves free of defect," said Mr. Rush.

"We Must Have a Quality Barrel," Says Carl Meyer

Adding his comment as to the advisability of making any change in the Rule, Carl F. Meyer said, "I am in favor of any change in the Rules that will better the quality of the wooden barrel,—but if we are to put out a poor barrel—good-bye!"

S. C. Nancarrow expressed hearty accord with Mr. Meyer, by saying that if a poor barrel is manufactured, the demand for barrels will disappear. "There is no use of drying up and blowing away," said Mr. Nancarrow. "Lowering the quality of the barrel we are making only means that we will be actually forcing ourselves out of business."

On motion by Mr. Wellford, seconded by Mr. Nancarrow, the recommendation of the Grade Rules and Specifications Committee was rejected.

No other subjects being scheduled for discussion, the meeting adjourned.

TIGHT BRANCH—ALL GROUPS

The meeting of the Tight Branch—All Groups, opened at 2 P. M., Wednesday, November 2nd, with Mr. Herman Katz presiding. As the first business of the meeting, Chairman Katz called for a report of the Committee on Grade Rules and Specifications.

Secretary Hirt reported that this Committee recommends that section 6 of Grade Rules and Specifications covering white and red oak oil barrel or tierce staves be amended by adding that not more than five seed holes in any one stave be permitted, and not more than 10 per cent. of the carload to be of such stock. Also, if staves are found to be seedy the shipper shall pay for the cost of planing. The Committee also recommends that this amendment be tried out for one year before any other changes are made.

Up to the Members to Decide as to Seed Holes, Says Newt Calcutt

Chairman Katz called on N. W. Calcutt for an expression of his opinion as to the above amendment. "In the ten years that I have served on this Committee," said Mr. Calcutt, "we have tried to change these rules as little as possible. Everyone of us knows that there is a tendency on the part of a man selling the carload of staves or heading that when any trouble comes up he wants the Grade Rules changed. This question of seed holes is brought to the committee and we went into session with two heading men, two coopers, and one lonely stave man. The stave man is a man who doesn't do much talking, and so they adopted the rule for the reason that under the present rule where there is one seed hole in the stave, even if in the heart, that condemns the stave. So your committee on Grade Rules thought that you could work that stave up to five seed holes. Now it is up to you gentlemen to end it."

On motion by P. H. Miller, Pekin Cooperage Co., Mobile, Ala., the amendment was tabled.

Seed Holes May be Jointed Off Provided An Otherwise Workable Stave Will Result

Secretary Hirt asked that an expression of opinion on the above amendment be secured from the Association's inspector. "You say staves must be freed from seed holes on both sides, etc.," said Mr. Hirt, "but should I understand that an inspector when he finds a stave not too badly affected by seed holes and one that is workable, that the portion of the stave affected by the seed holes should be measured off by the inspector?

Chairman Katz in reply to Mr. Hirt's query said that occasionally a few seed holes get into the sap of the stave, the stave being sound otherwise. These seed holes could be jointed off, and then the stave would be workable. As to the Association's inspector, the inspector felt that he had no latitude in the matter, and that if only one seed hole was found in the stave it was up to him to cull it. Chairman Katz informed the members assembled that it was the consensus of opinion that inspectors should be instructed without any change in the rules, that such staves should not be culled. Mr. Meyer said he did not know what the general practice is in this respect, but that if his company can get a workable stave they will use it. Mr. Meyer's statement applied to knots, seed holes, and cat faces.

J. W. Shirrell, the Association's inspector, asked as to what action should be taken when seed holes are in the center of the stave, and where it is not possible to make a 2½-inch stave; should the stave be culled. "I understand from this morning's discussion," said Mr. Shirrell, "that staves have been culled not when the seed hole was in the center, but when seed holes have been found in the staves where they could be jointed off. My practice is to measure off all that I can, and still make a 2½-inch stave. Of course if it is in the sap, where I cannot measure off, I have to cull it."

In reply to Chairman Katz's question as to whether or not there were any coopers present who would not agree to the idea of jointing off seed holes, S. C. Nancarrow, Texarkanna, Texas, said that he had never heard of an objection to a stave because part of it was a cull, regardless of a damage in one part of the stave that would not affect the greater portion of it. "If there is enough material," said Mr. Nancarrow, "to make a good 2½-inch stave it should be accepted."

James B. Hall, Lexington, Ky., considered the inspector perfectly fair, in his decisions as to seed holes. "From past experience with coopers," said Mr. Hall, "I will say that I have never sent them a carload of staves when any of the carloads would make a stave 2½-inch minimum, but that it was accepted. I believe a motion that any staves containing seed holes or other damages can be jointed off and still leave a good stave should not be culled would only complicate matters."

Mr. Hirt said that he did not think a motion was necessary so long as the members agreed with regard to the jointing off of seed holes.

The Question of Ten Per Cent. Cants in Square Heading

The next recommendation of the Grade Rules Committee referred to square heading. It was suggested that specifications covering sawn heading square be amended by adding that 10 per cent. cants shall be accepted, account visible defects that will turn out. This amendment at present applies only to bourbon heading square, and it is desired that the same ruling apply to all sawn heading square.

P. H. Miller told of a particular case where a few defects were found on the front end of the piece of heading, the head otherwise being good. Mr. Miller said that in many instances they get more short heading than can be used for kegs. "We take a loss on this heading," said Mr. Miller, "and I think that many of the heading manufacturers will agree with me that this is the case."

James B. Hall Makes Logical Suggestion as to Square Heading Problem

Mr. Hall suggested a possible solution to the problem by action along the same line as that just taken with regard to defects in staves. He said that inasmuch as coopers will accept staves when the defects can be jointed off, why is it not possible to permit a manufacturer of square heading to put in a certain number of pieces which could be used for kegs, just as well as is possible to joint off a worm hole in the side of a stave, and thus make a workable stave.

Mr. Kahn thought Mr. Hall's suggestion a good one. Under rules, if a piece is shipped short, it is a cull; but under Mr. Hall's suggested action if the defect can be turned out, the piece should be accepted. Mr. Kahn expressed his willingness to vote for a motion covering Mr. Hall's suggestion.

"Why not make it read that they shall accept not less than 10 per cent. when the shipment can be used for kegs? said Mr. Nancarrow. "I have never heard of anyone objecting to a reasonable amount of heading that is short. We have never thrown out a piece of heading in the history of our business that could be used for cants, but if you are going to take all the short stuff plus 10 per cent., there is a possibility that you will get stuff that is not workable."

C. G. HIRT
Secretary-Manager

E. E. Richards Speaks for the Exporter

E. E. Richards of the Southport Corporation, New Orleans, said that in his business when they take an order for 22-inch square heading, you have to ship 22-inch. The buyer is expecting a full length heading of the specification that he buys. Mr. Richards admitted that the square heading business is not as large as the domestic business, nevertheless, there is quite a volume of it, and the exporter is placed at a disadvantage when he cannot get by with his foreign buyer.

Chairman Katz called Mr. Richards' attention to the fact that when it comes to export heading business they have their own standards and specifications that must be known by the man who exports. Mr. Richards then pointed out that when he buys heading the specifications are applicable.

S. M. Shane, said he did not understand they were making rules for export business, but that when you buy stock for export you buy from members of the Association, and as the Association's specifications would apply he thought Mr. Richards' point was well taken and worth thinking about. Mr. Shane thought that the rules had better remain as they are. Chairman Katz felt that Mr. Shane was somewhat mistaken as there is a clause in the rule that says "unless otherwise agreed upon."

No Definite Action Taken on Square Heading Recommendation

A continued general discussion of this recommendation was entered into by almost everyone present, but no final action was taken.

The next recommendation of the Committee covered Grade Rules and Specifications covering tight barrel heading square. It was recommended that this rule be amended by adding "all heading to be composed of not exceeding five pieces." On query from Mr. Shane as to what the present rule specifies, Mr. Hirt replied that at this time there are no specifications covering the subject.

Mr. Hall pointed out that while there are no specifications at all for square heading, there are specifications for circled heading and square heading is based on those specifications. No action was taken on this recommendation.

There being no further business before the meeting an adjournment was voted.

GENERAL SESSION

Calling the General Session to order on Thursday morning, President T. J. Nash requested the report of that most important and vital committee, the Trade Extension Committee. E. P. Voll, as chairman, presented the following report: "Your Trade Extension Committee respectfully reports: After ascertaining that a practical and competent man was available for trade extension work, we realized that it was an impossibility to negotiate with any one until sufficient funds were assured to carry on this work.

"We then endeavored to devise a way of raising the necessary funds—really did submit a practical plan to a committee with representation from each group of the industry.

"This committee held a meeting and reported unfavorably on the plan recommended by our committee, but did not offer any other plan or make any effort to assist. We, therefore, request the acceptance of this report, and the discharge of this committee.

"Respectfully submitted
"TRADE EXTENSION COMMITTEE,
"E. P. Voll, *Chairman*"

Mr. Voll Reads Report of Special Sub-Committee on Trade Extension

After presenting the above report, Mr. Voll said: "That is all the Trade Extension Committee has to say. We sincerely trust you accept it. I will now read to you a report from the Sub-Committee to which your Trade Extension Committee submitted a plan for Trade Extension.

E. P. Voll, Chairman,
Trade Extension Committee.

Your committee appointed by President Nash at a meeting yesterday of your Trade Extension Committee reports to you the following motion passed: 'That the foregoing (referring to the resolution passed by your Trade Extension Committee) be referred back to the Trade Extension Committee as unfavorable to this Committee at the present time."

A Ray of Sunlight Pierces the Gloom

A ray of sunlight was injected into what might be termed a sea of gloom when President T. J. Nash read the following letter from W. S. Peel, chairman of the Coiled Elm Hoop group:

"To the Secretary, The
Associated Cooperage Industries of America

"At the Semi-Annual Meeting of the Coiled Elm Hoop Group of the Association it was our unanimous action in adopting the following resolution: That the members of the Coiled Elm Hoop Group will at its December, 1927, Group meeting give special and full consideration to such plan or plans as may be suggested to them by the special committee of the Association for a Trade Extension program.

"Respectfully,
"COILED ELM HOOP GROUP,
"W. S. Peel, *Chairman*"

"At least there is one group in the Association that does not want this matter of Trade Extension to die," said President Nash. "Before accepting finally and attempting to discharge a committee that has performed such wonderful work in their endeavors to inaugurate a Trade Extension program by devising a feasible plan, I will be glad to have a general discussion on this subject."

W. S. Peel Makes Some Pertinent Remarks in Support of Trade Extension

Mr. Peel immediately took the floor in defense of Trade Extension. "In taking this matter up with the Coiled Elm Hoop Group," said Mr. Peel, "I found that every member of the group felt the need for some kind of Trade Extension work. They all expressed themselves willing to contribute to Trade Extension work, with the understanding that the program be carried out on a plan that would hold. In other words, so that we would be able to keep our hands on the business we have today. The argument that seemed to prevail in the Committee meeting was along the line that in the past we did not reap the benefit from the Trade Extension work that we should have. There

E. A. POWELL
Memphis, Tenn.

were some who wanted to know what Trade Extension work had ever done for the cooperage industry. Most of the time during the committee meeting they were delving into past history. We all know that in the past we have lost an enormous lot of business, and in my estimation a good deal of that business has been lost by our not being on the job. We have sat down and let the other fellow take the business away from us, when we should have been making every effort to retain it. In my opinion it is not a question today of whether or not we might be able to pick up some new business through Trade Extension, which naturally we would all enjoy, but rather is it a question of are we going to be able to keep what business we have?"

President Nash Warns Against Judging the Present and the Future by Past Experience in Trade Promotion Work

President Nash told the Convention assembled that Mr. Peel had expressed his views precisely. He cautioned the members to beware of judging by what has passed in recent years, and warned all present that unless something is done to promote and extend the use of the wooden barrel and to protect the present outlet for cooperage, there will be less demand for cooperage in the future.

Real Question of Trade Extension Purpose Lost Sight of in Committee's Considerations

E. J. Kahn here called attention to a factor which he believed influenced the vote of the Sub-Committee on Trade Extension Work. "I can see where a serious mistake has been made," said Mr. Kahn. "The reason for calling the meeting on Tuesday morning was to get an expression from the members present as to whether or not a Trade Extension program should be undertaken. Unfortunately for the Trade Extension movement the real question to be considered was lost sight of, and the discussion took the trend of how the necessary finances for a Trade Extension campaign were to be obtained. Immediately the members present visualized enormous payments on their part and became frightened. An analysis of the committee shows that the financial requirements of the campaign influenced the vote, and not whether a Trade Extension plan should be developed. I will feel very bad indeed, if this matter is

allowed to die now. I do not know how to put renewed life into the movement, nor have I a real concrete suggestion to make, but I feel it is due the Association that I express my thought as to why the Trade Extension campaign appears to have struck a stone wall. As I have said again and again, I believe that this Association is made up of as keen and honorable businessmen as any industry of the United States or in the world, and that they know when they need a doctor and what that doctor has to be paid."

President Nash agreed in every respect with Mr. Kahn, and again called attention to the tremendous importance of keeping alive the interest in Trade Extension work. "I would like to see some way by which we can continue this committee," said Mr. Nash. "Let's not give up. The work that has been done is very commendable, and it is quite possible that by working along the same lines something may be devised a little later that could be favorably acted upon. Let me have your views on this subject."

Committee Should Act as Clearing House for Trade Extension Ideas

Mr. C. F. Buchele took the floor, and upon being recognized by the Chair, expressed the hope that the Trade Extension Committee will continue to function. In trying to devise some plan in stimulating and preserving the demand for the barrel that is already in existence, the committee has done very excellent work and if continued would afford an opportunity to those members of the trade who have practical suggestions on Trade Promotion, to submit such ideas for consideration. Mr. Buchele believed that the ideas and plans so secured could then be submitted to the Association at the Annual Meeting.

Asks for Motion to Continue Present Trade Extension Committee

Fully realizing that even though the plan of the Trade Extension Committee was not acted upon favorably by the Special Committee no concrete plan was offered by the opponents of the Trade Extension Committee's idea to replace the one made out by that committee. President Nash said that he would entertain a motion to continue the Trade Extension Committee so that something could be accomplished in the near future. "I do not know how that should be done," continued Mr. Nash, "but perhaps some of the members who are more adept can propose a plan."

A Broad-minded View of Trade Extension Work is Necessary

Mr. Peel again talking on the subject of Trade Extension felt that a misunderstanding prevailed as to the work the special Committee was to do. "My understanding of the proposition," said Mr. Peel, "was that this Committee was appointed for the purpose of submitting the Trade Extension plan to their respective groups, and obtain their approval or disapproval. I fully expected that each one of us would be furnished with some definite information that we could put before our Group, but it seems that the Meeting of the Committee was to work out a plan. Yet we did not work out a plan, and there was no mention made of a plan that could be worked out at the time. The statement that we heard every now and then was the fact that someone had said it might be necessary to contribute $1.00 or $2.00 per car to carry on the Trade Extension work. I don't know how much money that would mean, but I do know this—if my business is worth anything to me in the future, if I expect to stay in it and want to keep it alive, I have to do something and contribute something towards keeping it alive—and if it is going to cost me $1.00 a car to accomplish this, then I had better pay that $1.00 per car."

C. F. Buchele felt that there was one angle of the situation ignored during the discussion of a Trade Extension plan. "There are some localities in which wooden barrel Trade Promotion work has been done," said Mr. Buchele, "but there are any number of communities where absolutely no wooden barrel trade extension work has been done. I think a great many of us lose sight of the fact, that there is absolutely no effort being made to develop new business, and that is why I think there is a vital need for the adoption of a plan by the Association to open new outlets for wooden barrels. Any member of the industry who has his money invested in the business should be interested."

E. J. Kahn Outlines History of Trade Extension Movement

Addressing the Chair, Mr. Kahn outlined the history of the Trade Extension movement during the past year. He pointed out that at the Annual meeting last May the Association went on record in favor of a Trade Extension program. A committee was appointed by the Chair and started work. The first consideration was a Trade Extension man, and such a man was available. The one thing necessary was a plan by which the Trade Extension work could be put into action. "All the committee had to do, was to devise a plan," continued Mr. Kahn, "or advise you as President of the Association that they were not able to evolve a plan. Am I right?"

A Suitable Trade Extension Plan Can and Must be Evolved

Upon gaining the assent of the Chair, Mr. Kahn further gave as his opinion that what has happened at this Convention with regard to the Trade Extension movement does not necessarily bind the Association to the abandonment of such a movement, as the Association is on record in favor of a Trade Extension program with a committee functioning. "If this committee cannot evolve a plan, then I would ask you, as President of the Association, to appoint another committee and continue to appoint committees until we do have an acceptable plan, and way and means for raising the necessary finances. I am willing to be corrected if I am wrong in the above statement. We are drifting right now into the same channel that we did in May. We have taken the step, as an Association, in favor of the Trade Extension movement, and what we want now is a plan of action and a plan for raising the money. You have a committee, and Mr. Voll is the committee, and to employ any man to give to the Association what Mr. Voll has given the Association would cost us a lot of money."

E. P. Voll Declines to Continue as Committee Chairman

The Chair asked Mr. Voll to reconsider his decision not to serve on the Trade Extension Committee, but Mr. Voll still held to his original decision, and asked to be discharged as embodied in his report.

Mr. Peel submitted a suggestion, the working out of which he thought might prove prolific of results. He suggested that Mr. Voll and his committee write out a Trade Extension program that they felt would be feasible, and pass copies of this program to the Chairman of each Group, with the request that the Chairman submit such plan to his Group and report back to Mr. Voll as quickly as possible, together with their ideas as to how the plan could be improved or augmented.

Mr. Voll Tells of Trade Extension Information Supplied to Special Committee

Replying, Mr. Voll called attention to the sheets of paper that he handed out during the consideration of the Trade Extension plan, "The information contained on these sheets," said Mr. Voll, "was simply the result of an investigation as to what was deemed advisable in a Trade Extension program, and the smallest scale of operation that would bring results. We simply submitted a rough estimate of what it would cost to advertise in various trade journals, and requested a representation from each group to consider the information in making their report. However, this was not done."

Coiled Elm Hoop Manufacturers Have a Real Progressive Spirit

"I do not think it was put up before all of the groups," said Mr. Peel. "The smallest group in numbers in this Association is the Coiled Elm Hoop Group. We have grown up in the hoop business, and that's the only business we know. We do not know how to make staves, nor do we know how to make heading, or anything else along that line. We are depending upon the hoop business for a living, and it seems to me there should be some plan by which we can keep on making that living. The pulse of our business has been getting lower each year. Of course, I realize the stave business is different. The stave business may not need Trade Promotion as badly as the Coiled Elm Hoop business. I have about come to the conclusion that the Coiled Elm Hoop group are going to do something towards Trade Extension work regardless whether the rest of the cooperage business does or not."

Opponents Must be Sold the Idea of Trade Extension

R. W. Rush expressed the fear that perhaps he did not get the entire sense of the special Committee meeting. As he understood it the thought was brought out that money had been appropriated and spent both for advertising and a trade extension man in the past, but in instances the cooperage trade continued to lose business and that it was the consensus of opinion of the committee that nothing could be gained by trade extension work. Continuing, Mr. Rush said, "It looks to me as if we will have to show the opponents of the Trade Extension movement that we are going to get some definite plan in action in order to have the movement go through. There is no doubt that if we had arranged the plan to raise the money there would be a number of people who would not have agreed to go along. A number of us felt that we were on the right track, and I still feel we will have to continue our work to have the Trade Extension movement an actual fact. I would like to see wooden barrels advertised. I am in sympathy with Mr. Voll and think the Trade Extension Committee has done well, and if we follow their example we will go ahead very fast.

Mr. Voll reiterated again his refusal to continue to serve as Chairman of the Trade Extension Committee. "As much as I would like to do anything for you, I absolutely decline. I regret exceedingly having to do this, but I cannot guarantee anyone in the Association that they are going to make money. I am now going to sit down, as I am mad all the way through, and admit it. Reorganize a Trade Extension Committee if you will, but leave me off. I will help just the same. Please do that."

Mr. Kahn suggested that the matter of the Trade Extension Committee be dropped for the present, and that President Nash review the situation and appoint a Committee that will function as well as the present one, and with Mr. Voll as Chairman.

Those Who Accept Mr. Krafft's Challenge Will Discover That Trade Extension Work Pays

V. W. Krafft, entering the discussion for the first time, said he was very much impressed by the remarks of Mr. Rush indicating that certain members wanted concrete evidence as to the developments from Trade Extension work. "I would challenge any member who opposes Trade Extension work," said Mr. Krafft, "to confer with the members of any large industry making use of Trade Extension. They will soon discover that business that has been developed through advertising and other publicity in the building up of those industries."

R. W. RUSH
Oil City, Pa.

Herman Katz Has the Right Idea

Speaking along in the same vein, Herman Katz stated that he was a member of the special committee and was in favor of the Trade Extension plan. He said that the grounds upon which he based his belief in Trade Extension are that every industry is confronted with competition from other industries, and that the only way this competition has been successfully met has been through Association work in a broad way, and by advertising. "I am heartily in favor of such a movement," continued Mr. Katz. "I took the stand in committee meeting that we should support the movement and help carry it along. I was in favor of doing everything possible to get the movement started, and practically told those opposing my view that we would not stop until something is accomplished no matter what the opinion of the committee will be."

W. M. Davis Introduces J. H. Townsend of Hardwood Manufacturers' Institute

Mr. Davis called attention to the successful advertising campaign in the interests of oak lumber carried on by the Hardwood Manufacturers' Institute, and because he felt sure that the members present would like to hear from J. H. Townsend, Executive Vice-President of the Hardwood Manufacturers' Institute, he had asked Mr. Townsend to give his views on the value of publicity and the results they secured from their advertising campaign. Mr. Davis then presented Mr. Townsend. After acknowledging the introduction, Mr. Townsend said:

"I appreciate very much the opportunity to address you informally on the results obtained through the activities of the Gum Wood and Oak Service Bureaus of the Hardwood Manufacturers' Institute, particularly if it will be of any help to you in obtaining the support of each and every member of your organization. I will speak particularly of the service of the Oak Service Bureau, which is at the present time reaping benefits from work that has been done in the past year.

What the Oak Service Bureau Has Done

"The Oak Service Bureau was organized just two years ago. At that time it was a problem to obtain the support of each and every producer of Southern and Appalachian Oak. The need for a campaign to again bring back oak as cabinet wood was universally felt and the result was that we started a campaign for raising funds for this purpose. We started in on the larger manufacturers who were anxious to do anything to bring this wood back to its rightful place, and the contracts signed were on a basis of 15c per thousand feet of production. This contract, however, was not effective until 200,000,000 feet of production had been signed up, or an amount approximately of $30,000.00.

"After the first 200,000,000 feet were signed up by producers our campaign started. It was hard to show immediate results and many plans were tried. Finally, it was realized that in order to get this wood back to its place as a furniture wood, both the manufacturers and retailers must be sold, as well as the consumers. We conceived the idea of getting the furniture manufacturer interested, also the manufacturers of finish. This was due to the complaint offered by furniture manufacturers who remember this wood as "Golden Oak." So we started a campaign to change the finish and preached a period of "Sovereign Wood." After many conferences, we finally persuaded one of the largest manufacturers of furniture to try out a suite of oak furniture and at the 1925 fall furniture show this suite was exhibited. It took immediately and the factory was notified to increase the output of this suite. Today that factory is producing five different designs of oak furniture. To help this campaign along we co-operated with him in advertising. We took one full page in *The Saturday Evening Post*, opposite to the advertisement of the furniture manufacturer, which aided him in presentation of this new age in furniture. This advertisement cost $9,500 but we are still today receiving replies from this advertisement, as well as the many other advertisements which we carry in national publications. Since our start it has been comparatively easy to get additional help from manufacturers and every day new members are being enlisted, which means a bigger and better advertising campaign. Along with this advertising campaign we have field men and experts who are constantly finding new merits for this—not only for this wood, but also for other species of Southern and Appalachian hardwoods.

A Wooden Barrel Advertising Campaign Would Prove as Profitable as the Oak Campaign

"At the present time we are receiving inquiries from consumers of furniture asking for oak furniture. The replies specify the amount of money the prospective purchaser is willing to pay—and his or her choice, if any, of local dealers. This reply brings to us a definite prospect. This prospect's name is immediately forwarded to the local furniture dealer, and also all furniture manufacturers are advised that this inquiry has been received. This is giving us a tie-up with the manufacturer and retailer, which is getting results. I recall one instance where a man in Honolulu sent in an inquiry for a $1,300 suite of oak furniture. A local dealer in Honolulu was forced to order the suite from the United States, but furnished it and made the sale. There are many other sales that we have traced directly to our advertising.

"Our advertising has resulted in 37 furniture manufacturers making lines of oak furniture, and the displaying of more than 100 different designs in all parts of the world. We have also furnished retailers with sales help for the aid of their salesmen. I can truthfully say that this sales promotion work has helped oak and has resulted in increased prices being paid for this wood. If we can get 1,000,000,000 feet of production, which will mean $150,000 per year for this work, I believe that the price of oak will be $5 per thousand higher than at the present time."

You Are Right, Mr. Meyer, There Must be No Thought of Failure

After the applause following Mr. Townsend's remarks had subsided, Carl Meyer asked recognition from the Chair to speak on Trade Extension. "I have been connected with this Association," said Mr. Meyer, "from its infancy. We have never failed in anything we have undertaken, and we are not going to fail with regard to Trade Extension. It seems to me that the Committee that was appointed the other day have not brought back the information they were instructed to bring to us. I do not consider that they have completed their duty, and I think this matter should be sent back to them for a further report. They were to suggest some plan for raising the money, and they have not done so. I make a motion that the Committee give us a report of the plan."

H. KATZ
Chicago, Ill.

E. J. Kahn immediately seconded Mr. Meyer's motion, and it was carried.

Henry P. Krallman called attention to the fact that there were many in attendance at the Convention who were not present at the General Session. These members would not have the benefit of the discussion taking place during the General Session, and as it is very important that the entire membership of the organization know just what transpired, Mr. Krallman moved that the Secretary be directed to issue a full and detailed report of the discussion on Trade Extension, and that this report be mailed to each member of the Association.

Mr. Meyer seconded Mr. Krallman's motion, and on being put to a vote, it was carried.

How Will the Money be Spent?

A query was made by Mr. E. A. Powell as to whether the Committee had given any consideration to a plan for spending the money. "You will recall," said Mr. Powell, "that that question has always been asked whenever we have had a discussion on Trade Extension. There have always been those who want to know what will be done with the money. In my opinion, the only way you will get the full co-operation of this body is to draw up or draft a rough plan of what will be done with the money."

There is Nothing Wrong With Mr. Voll's Plan

Mr. Voll informed Mr. Powell that the Committee did give consideration to a plan for spending the money when that money was raised. "One of the outlets of the Trade Extension fund would be trade journal advertising. Our idea was to advertise in the trade journals of such industries as are now using wooden barrels, calling attention to the merits of the wooden barrel

and to the fact that the Association had at the call of wooden barrel consumers a service man in the way of a Trade Extension representative who could enlighten them as to the best barrel for their purpose and to advise them in every way as to the profitable use of cooperage. I do not think the committee had any idea of promiscuous advertising. That kind of advertising would be impossible unless we had millions of dollars like the lumber industry. You appointed a committee to prepare a plan for the Trade Extension activities. That committee did not spend a nickel of your money. Now if the members of this Association do not have confidence in that committee that committee should be set aside and another one appointed in which the members of the Association would have confidence."

Mr. Powell asked Mr. Voll not to misunderstand his remarks. He was merely looking ahead in connection with Trade Extension work. He pointed out that there are a great many who are lukewarm toward Trade Extension and that some actually oppose it. Mr. Powell's idea as to Trade Extension would be to formulate a plan and then sell that plan to the members of the Association. These members must be shown the value of Trade Extension and the good it will do.

Agreeing with Mr. Powell's statement, Mr. Davis said that he had heard any number of members ask the very question referred to by Mr. Powell. "I am a member of this Committee. and feel that we have not accomplished what the members want us to accomplish. We have not been able to get a comprehensive idea as to how the money should be spent. If we can get some idea as to how much money can be raised, naturally we can intelligently outline a plan for Trade Extension."

"You Can Find a Use for Cooperage" a Good Slogan

E. J. Kahn asked Mr. Townsend a question regarding the raising of funds for the oak lumber advertising campaign, the answer to which while brief, carried a great deal of meaning. "With your permission. Mr. Townsend," said Mr. Kahn, "I'm going to ask you a question—when you raised the money for the oak lumber campaign did you tell the people in your Association what you were going to spend it for? Did you say you were going to advertise in a certain publication?"

"We said" replied Mr. Townsend, "we are going to raise the money—you can find a *use* for the oak."

There was no further discussion on the Trade Extension campaign.

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Secretary Hirt reported to the Convention the following members of the Association who had passed on since the Annual Convention last May: E. E. Ormsby, A. Campbell Sanders, A. O. Theobald, Wilfred A. Yackey.

Rising Vote of Thanks Tendered Cooperage Fraternity of Memphis

Mr. Kahn paid a tribute to the cooperage fraternity of Memphis for the warm hospitality accorded the members of the Association. "Never have we been entertained with such lavish hospitality," said Mr. Kahn. "Nor have we ever been taken care of in such a warm hearted manner as we have in this city of Memphis. I therefore move that we give a rising vote of thanks to our Memphis members." The motion was seconded by Mr. Voll and passed with acclaim.

There being no further business, the Semi-Annual Convention adjourned until the call of the secretary for the Annual Meeting in May, 1928.

Naval Stores Packaging Again Discussed at Paint, Oil and Varnish Convention

Efforts Made to Secure Satisfactory Basis on Which to Figure Tare of Rosin Barrels—Ultimate Aim is Net Weight Buying of Naval Stores

At the convention of the National Paint, Oil & Varnish Association held in Atlantic City, October 24th to 28th, the subject of naval stores packaging was specially reported on by a committee under the chairmanship of R. O. Walker.

Prefacing the report of the committee, Mr. Walker said:

"Since the committee's report was written, there have been two meetings of the committee. It was decided at the first meeting that we must not lose sight of the ultimate aim which is that a barrel or a package must be found by which the actual net tare of rosin can be marked.

I have explained the difficulty in regard to wood packages. There are several woods that can be used in making the staves and headings for rosin barrels. There is absorption of moisture, there is the difficulty of coming to any conclusion as to what the tare should be on account of the fact that in going from producers' hands, the barrel may stay at Savannah or Jacksonville for a long period of time and may absorb moisture which might amount to from eleven to fifteen pounds a barrel.

Our committee has made a chart which shows the price of rosin per 100 pounds net based on actual gross with allowance of 16⅔ per cent. or one-sixth for tare. You can readily see that it would be very easy to figure the net weight or approximate net weight of a barrel of rosin on that basis.

This chart is made to cover a price ranging from $5 to $25.95. In Gamble's Year Book, it gives such a chart showing the price per pound on a 280-pound barrel.

This chart shows the price per 100 pounds with an arbitrary tare of 16⅔ per cent. If at Savannah rosin was quoted on a 280-pound barrel at $11.55, with this chart you could run down the columns and find that that amounted to $4.95 per 100 pounds.

It is the intention of the committee to secure the coöperation if possible of the producers, the factors, and the dealers, and see if it is not possible for the next crop to put this plan into effect, not losing sight, as I said before, of the ultimate aim which is to secure actual net weight.

The committee met with the committee from the Pine Institute on the 24th and had a very cordial invitation to meet with factors and producers and dealers in Jacksonville and Savannah during the first week in February, have a round table talk, and see if it is possible to put this in effect."

The committee's report is as follows:

Report of Committee

At the convention of the American Paint and Varnish Manufacturers' Association and the National Paint, Oil and Varnish Association held in Washington, D. C., October, 1926, the following resolution was adopted:

"WHEREAS, We are convinced that the present plan of selling rosin based on 280 pounds gross per barrel is unfair to the purchaser and has resulted in many errors, therefore be it

Resolved, That we urge the naval stores industry to devise a safe plan to sell rosin by net weight on a pound price basis to be put in either wood barrels or steel barrel containers."

In order to carry out the intent of the above resolution a special committee on Rosin Marketing Methods was appointed. This committee did not function until it was satisfied that there was a real demand in the trade for a change in present methods.

The following questionnaire was sent to the members of our Association that are consumers of rosin:

1. Would it be advantageous to buy rosin on a unit price per pound instead of a unit price per barrel, based on 280 pounds gross weight?

2. If it were possible for the consuming interests and the naval stores industry to agree on an arbitrary tare per barrel, approximating 500 pounds gross, would you consider this an advantage over the present methods?

3. From your experience what is the average tare on a 500 pound barrel of rosin?

The first question received practically unanimous favor and while the second question received the vote of a large majority there was on the other hand an opinion of the minority that it would not be any advantage. The vote on the third question showed an average tare on a 500 pound barrel of 86 pounds equivalent to 17.2%.

The next step was to attend the meeting of the Get-Together conference of the Pine Institute of America which was held in Jacksonville in February.

The privilege of the floor was given to your committee at which time the position of consuming interests was presented in detail. A full report of the proceedings was published in the *Savannah Weekly Naval Stores Review,* of February 26th and the *Paint, Oil and Chemical Review* of March 3rd. There was considerable discussion, the outcome of which was the adoption of the following resolution:

"Resolved, That this conference appreciated and heard with considerable interest the presentation of the views of large bodies of consumers through Mr. R. O. Walker, relative to the sale of rosin on a net weight basis, and would suggest that this conference instruct its chairman to write to the various trade bodies such as the Savannah Board of Trade, Jacksonville and Pensacola Chambers of Commerce, and the State Supervisors of Naval Stores of Florida and Georgia, and to the Turpentine and Rosin Producers Association, and the Alabama Producers Association, urging a strict compliance with existing trade regulations relative to the size of staves and headings and general character otherwise of rosin packages in order that there may be an avoidance of any excess tare.

Resolved Further, That the above organizations seriously consider such practical changes as may ultimately make possible the sale to the consumer of rosin on net weight basis—

Resolved Further, That such committee work in collaboration with similar committees from the consuming bodies."

After this meeting in Jacksonville, one large producer and dealer agreed to immediately begin marketing rosin in sheet metal packages with gross and tare at a price based on 100 lbs. Insofar as wood packages are concerned it is a difficult matter to quote on a basis of 100 lbs. until some satisfactory method of determining tare is arrived at. While the replies to the original questionnaire sent to the trade asking for the average tare in a 500 pound barrel of rosin showed 17.2 per cent., your committee was not at all convinced that proper care had been exercised in many cases, and that the tare given was based on guesswork rather than the result of actually weighing a given number of barrels. In order to secure more accurate data, another questionnaire was sent to the trade in April, with the request that ten barrels from a 100 bbl. lot be carefully weighed, first removing as much rosin adhering to the barrel as possible. The result of this canvass did not show any wide variation, and your committee believes that until such time as a true net weight of barrels can be secured, that an allowance of 16⅔ per cent. of ⅙ of the gross weight for tare would be fair to producer and consumer.

The *Naval Stores Review* remarks:

"Steps have been taken by the Naval Stores Section of the Savannah Board of Trade to enforce compliance with the trade regulations relative to the thickness of rosin barrel headings and staves, so as to prevent complaints from consumers on that score. Letters will be addressed to all stave manufacturers calling attention to the rule prohibiting staves over one inch thick. Barrels found to have staves over that thickness will be refused by the buyers and thrown back on the producers' hands. Turpentine operators will do well to bear this in mind, see that the staves used are not over-size, and so prevent the annoyance and losses caused by rejection of rosin at the port."

Your committee believes that some real progress has been made and recommends:—

1. That continuance of a special committee on Rosin Marketing Methods.

2. That such committee be given authority to represent the American Paint and Varnish Manufacturers Association, Inc., and the National Paint, Oil and Varnish Association, Inc., on any joint and similar committee of rosin consumers and (or) producers.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

REBUILT STAVE and HEADING MACHINERY
Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.

ROCHESTER BARREL MACHINE WORKS, Manufacturers of "Greenwood" Stave and Heading Machinery, Rochester, N. Y.

FOR SALE—The following used machinery:
One 45" Sturtevant Exhaust Fan.
One 40" Buffalo Forge Co. Exhaust Fan.
One Trevor Stave Equalizer to equalize from 24" to 30".
One Greenwood Bolt Equalizer to equalize from 27" to 34".
One 26" knife Widdowson Top Spring Stave Jointer.
Two 12" Jackson Belt Lacing Machines.
One Greenwood Single Stave Chamfering and Crozing Machine with counter.
One 7 h. p. Hercules Gasoline Engine mounted on wheels.
One 35 h. p. Frick Eclipse Engine and Boiler mounted on wheels.
Two American Machinery Co. Swing Type Cylinder Saw Gummers.

HICKORY RUN MANUFACTURING COMPANY
705 ANB Building, Allentown, Pa.

BUSINESS OPPORTUNITIES

PAIL AND TUB MACHINERY
Used and new, bought, sold, installed, and layouts for most economical manufacture of pails and tubs for candy, desiccated cocoanut, butter, lard, ice cream cabinet and shipping tubs. It is safe to see me first. J. R. HARRINGTON, 88 Greenwich St., Belmont, N. Y.

SECOND-HAND BARRELS WANTED

WANTED—Salt Herring Barrels of about 28 gallons capacity, being somewhat shorter than the Irish and other barrels usually employed for fresh mackerel. Quote price in your first letter. Address HENRY A. THORNDIKE, P. O. Box 43, Newport, Rhode Island.

WANTED—Salmon Casks. Quote lowest price, f.o.b. Newark, N. J. Address JOHN EBERSBERGER, INC., 257 Wilson Ave., Newark, N. J.

WANTED—Lard, milk, malt and Crisco barrels. Address AMERICAN COOPERAGE CO., 11th and Fayette Sts., Baltimore, Md.

MACHINERY WANTED

WANTED—One or two No. 59½ Holmes windlass machines. Address A. B. HOUTZ, Elizabeth City N. C.

WANTED—Holmes No. 97½ or St. Joe hoop stapler. Also Oram slack stave wheel jointer. Address A. B. HOUTZ, Elizabeth City, N. C.

WANTED—Grotnes Heading-up Machine, fitted with heads to make from five to sixty gallon packages. Address MACON COOPERAGE COMPANY, Macon, Ga.

STOCK FOR SALE

FOR SALE
Steel Hoops in 100-lb. Coils
100 bdls. 2¼" x 10 Ga. Galv.
235 " 2" x 11 " Black
320 " 1¾" x 13 " Black
Price 2c. per lb. net f.o.b. Philadelphia.

CALCOS STEEL & IRON CO.
1330 N. 30th St., Philadelphia, Pa.

POSITION WANTED

COOPER desires steady work on slack barrels. Any location will be okay, but prefer the West. Can furnish references. Address "Cooper," care of "The National Coopers' Journal," Philadelphia, Pa.

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Page
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... I. F. C.
Oram Co., The John S., Cleveland, Ohio 14-15

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Colwell Cooperage Co., New York, N. Y. 5
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Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.
Weimar Engineering Works, Philadelphia, Pa. 13

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Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.

SECOND-HAND BARRELS

Page
Heidt & Son, C., Jersey City, N. J. 25
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 25

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y. 5
Greif Bros. Cooperage Co., Cleveland, Ohio 13
Heidt & Son., C., Jersey City, N. J. 25
Jacobs Cooperage, K. W., Milwaukee, Wis. 24
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Mancuso Cooperage Co., Kenner, La. 25
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa. 25
Sandusky Cooperage and Lumber Co., St. Louis, Mo. 13
Skuse's Cooperage, Rochester, N. Y. 24
Walsh Sons, Morris, Pittsburgh, Pa. 4

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Henning, Inc., E., Chicago, Ill. 5
Pennoyer Co., J. C., Chicago, Ill. ..... *
Struthers-Ziegler Cooperage Co., Detroit, Mich. 16
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y 5
Wineman, Jr., Henry, Detroit, Mich. 16

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Greif Bros. Cooperage Co., Cleveland, Ohio 13
Henning, Inc., E., Chicago, Ill. 5
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Pennoyer Co., J. C., Chicago, Ill. ..... *
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Harlan-Morris Mfg. Co., Jackson, Tenn. 25
Hennen Cooperage Co., The, Lake Providence, La. 24
Henning, Inc., E., Chicago, Ill. 6
Krafft Cooperage Co., St. Louis, Mo. 24
Ozark Stave Co., Chicago, Ill. 24
Pennoyer Co., J. C., Chicago, Ill. ..... *
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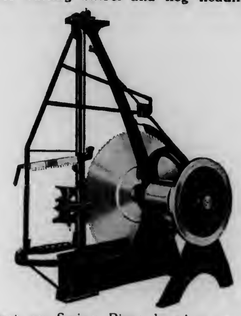

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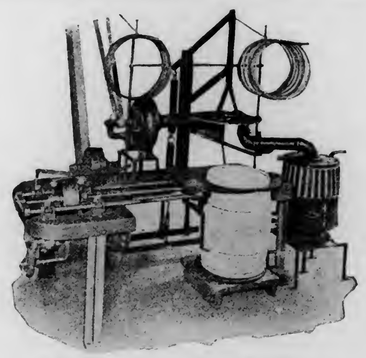

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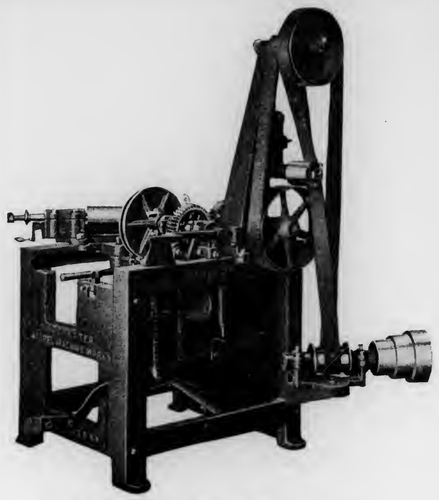

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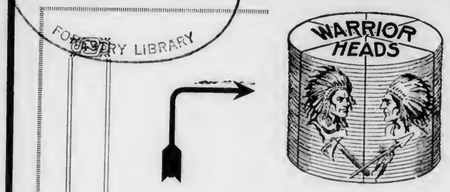

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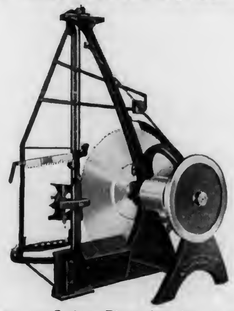

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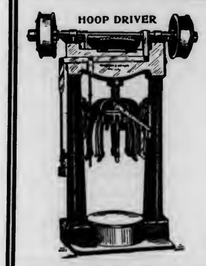

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1928

The National Coopers' Journal

FORTY-THIRD YEAR | Philadelphia, December, 1927 | $2.00 PER YEAR VOL. XLIII, No. 8

New Orleans Celebrates "Come-Back" of Sugar Industry

New Specie of Cane From Java Will Yield 4500 Pounds of Sugar to the Acre—"Use More Sugar Barrels" Campaign by Coopers Should Begin Immediately

At the opening of the cane grinding season the Mayor of New Orleans issued a proclamation, setting apart November 3d as a day of thanksgiving and rejoicing on account of the return of the sugar industry to its former state of prosperity, and of the certainty that it would soon become more important than ever before. The recovery of the sugar industry is certainly an event to be celebrated. For many years it was the State's chief source of wealth, representing an investment of $200,000,000, and bringing an annual return of $50,000,000, then production declined, profits changed to losses and these losses grew greater every year. The sugar planters worked on at a loss, because they could see no way of escape, and the banks financed the industry because they had no way of turning it loose. The production of cane dropped to 14 tons per acre, and the yield of sugar fell to an average of 140 lbs. of sugar per ton of cane, or 1,960 pounds of sugar per acre, and as the crop can not be grown for what this weight of sugar will bring, the industry was ruined.

New Cane the Salvation of the Louisiana Sugar Industry

When the sugar business had reached this last extremity a new variety of cane, which originated in Java, was introduced. The name of the experiment station where this cane was developed is so long that no one can pronounce it, so it is called by its initials, "P. O. J.," and the new cane is called "P. O. J. Cane." This new cane produces 25 tons of stalks to the acre, and the stalks yield 180 lbs. of sugar to the ton of stalks, or 4,500 lbs. of sugar to the acre. Replacing 1,960 lbs. of sugar with 4,500 lbs. to the acre was passing all the way from ruinous losses to large profits, and so the Mayor had good cause to issue his proclamation, to promote street parades, band music and general rejoicing.

Joy of Sugar Planters Knew No Bounds

The New Orleans Sugar Exchange celebrated as it never had before in all its history. Southdown Plantation donated several bags of sugar, the first of the season, and these were sold to the highest bidder, one of the town's leading bankers acting as auctioneer, and the proceeds, $5 for every pound of sugar sold, were given to charity. The bank president-auctioneer said, "Gentlemen, this is hot, the idea of a sugar planter having anything to give to charity."

Cooperage Industry Should Go After Sugar Business With Every Effort Extended

The sugar industry has been an institution in Louisiana for 150 years, and during the greater part of that time it was the main support of the cooperage industry. When the sugar crop declined the coopers diversified and found other markets for their output, for the country sugar mills used substitute packages for their limited production. Now that the sugar business has been restored to its former importance, will it require barrels as it did before? Will the sugar barrel come back?

Future of Sugar Barrel in Hands of the Coopers and Stock Manufacturers

Not this season. The great refineries are using some barrels when the nature of their trade permits, and a few barrels are being used at some of the country mills, but the demand is sporadic and uncertain. Coopers and stock men, when they saw the sugar barrel business disappear regarded it as a dead issue, and devoted all their energies to finding new markets, so they now seem to be entirely out of touch with the sugar men. The sugar business has returned from the grave, and it is certainly high time for all men who are interested in the marketing of sugar barrels or stock to renew their friendly relations with the country mills and see what can be done. To say, "The sugar business is dead, and there is no use in trying to sell sugar barrels," may have been good philosophy a few years ago, but it is very poor business now. If the sugar trade has come back, why not the sugar barrel?

Sugar Plantings for 1928 Will be 75,000 Acres

This is the first year of the sugar trade's revival, but the men who raise the cane say they will have 75,000 acres planted for next year, and will raise a crop double that of this season.

Show the Sugar Man That the Barrel is the Better, Cheaper and Safer Package

By the way, the damp brown grade of sugar for which the gunnysack is a very good container is no longer produced here, even the smaller mills turning out high grade products that should go into barrels. These country mills do not generally use cartons, so the only legitimate competitor of the wooden sugar barrel is the double cotton bag, or the cotton bag with a paper bag inside of it. It is now up to the cooperage men to show the plantation mills that the barrel is a better, and in the end a cheaper, container than the double bag.

Molasses and Syrup Barrels Are Ready for Expected Demand

Molasses and syrups are now being made in great quantities, and a few barrels are being used in this business. Most of the first syrups are put into storage tanks. When these tanks are filled the real demand for syrup barrels will begin, and the coopers will get rid of their tight barrels, of which some of them have large stocks.

Produce Barrel Business Not Yet in Full Swing

Fall weather has been favorable to the truck growers, and many vegetables are coming in for packing and shipment, but many of the shippers are still on the fence. They will give an order for barrels, and then stall around, saying that they do not know whether their subsequent orders will be for barrels, baskets or crates. This, of course, is a bid for lower barrel prices, but as the coopers have already cut their prices as low as the prices of stock will permit, they cannot make further concessions, so all they can do is to buy more stock and take their chances. These chances are, apparently, good, but the trade is not by any means a sure thing.

Many of the vegetables now reaching this market were grown on lands that were flooded last spring.

The country coopershops that were closed during the summer are now opening up, making some barrels and preparing for a large winter trade.

What Shall It Be? Barrels or Substitute Packages!

At Kenner, in the heart of a great vegetable shipping region, the Mancuso Cooperage Co., is stocking up and making a good beginning with the opening of the season. The reports from the other country shops

are much the same. Crops good and outlook favorable for an enormous trade, "If the substitute packages do not beat us out of it."

The produce business is so prosperous at Linwood that the La. Southern Railroad has erected a vegetable packing plant there for the accommodation of farmers, and some barrels are being used at that point.

Buras, the last little station on the railroad that runs down towards the mouth of the Mississippi, where you have to climb up on the roof of your house and look over the levee to see the ocean liners pass, with their keels about on a level with your second story floor, is now shipping Louisiana oranges at the rate of a carload a day. Vegetables are flourishing in that locality, prospects are good for large shipments, and the popular subject for discussion is, "Shall we use barrels, or substitute packages?" Some of them are using barrels, and will use more.

No New Developments in Export Cooperage

The outlook along our harbor front would seem to indicate that the export cooperage and stock business was improving, but that is only because some of the exporters who used to ship through Mobile are now using this port. As a matter of fact there have been no new developments in the export business. Slack shooks for Cuba and tight and slack stock for Tampico are still moving regularly, with some shipments of asphalt stock for Trinidad.

Cottonseed Products Furnishing Outlet for Many Used Barrels

The trade in cottonseed products is improving, and now furnishes an outlet for some of the second-hand tight barrels with which the shops are overstocked.

Soap Makers Are Good Customers of the Barrel

Some of the shops here are doing a good business in barrels for soap stock. This trade has been looked on as a small item, but figures compiled by the Board of Trade show that the soap stock trade last year amounted to nearly seven million pounds, and practically all of this went out in barrels.

Switching Increase Withdrawn

The proposal of the Mobile & Ohio Railroad to increase its switching charge from $2.25 per car to $6.30 on freight brought to Mobile from competitive territory by other railroad lines and then turned over to the M. & O. to be switched to points on its line, was withdrawn November 21st at the hearing on the matter held before Examiner Disk of the Interstate Commerce Commission.

The Virginia Barrel Co., Charles Town, W. Va., suffered a loss by a fire which recently destroyed the warehouse of the Whitmer Lumber Company.

Good Volume of Export Flour Business Benefits Buffalo Coopers

The flour barrel trade has been fairly active during the past month, being better than a few weeks ago. The local mills appear to have a good volume of export flour business and this makes a steady demand for barrels, though trade could be considerably better than it is at present. The old time demand for barrels in various industries is not as large as coopers feel that it ought to be, and some concerns that used to be in the market for new barrels are now getting along with second-hand ones.

Apple Barrel Season at an End in Buffalo and Vicinity

The fruit barrel trade is about over for the year and the results have been disappointing. Country coopers have not turned out nearly as many barrels as in some recent years, and the size of the crop has been a good deal smaller than was looked for. Some of the growers say they had hardly any first-class apples this year, either because high winds or fungus growth or other causes lessened the yield. The crop for the State is estimated at 20 to 30 per cent. of the normal, and that of course means that not a great many barrels have been needed.

Modern Spraying and Pruning Methods Prove Profitable to Apple Grower

An instance of favorable results from spraying and pruning apple trees is cited from Seneca County, on the farm of Guy Semiser, near Fayette. He has about fifty acres of Spies, Kings and Greenings, and sold the crop, tree run, to Dailey Bros., Rochester, N. Y., who operate a shipping station at MacDougall. He received from this firm $6,006, and they gave him back 40,000 pounds of culls, which he sold to the cider mills for 65 cents per hundred pounds. The apples were graded by the purchasers, who shipped 300,304 net pounds to the Chicago market. The apples made several solid carloads.

National Apple Week Provides Opportunity for Advertising Apples

Some good advertising for Niagara County apples was done by the merchants of Lockport and Middleport during the National Apple Week. Stores generally gave a window display of home-grown fruit and at Lockport an immense parade was held, in which the apple was brought into prominence. Such good advertising will doubtless be of benefit in future to the apple growers, and they are hopeful of a bigger crop next year.

Notes of the Buffalo Trade

George A. Jackson, of the firm of Jackson & Tindle, was in the General Hospital a few days last month for a minor operation.

Edward B. Holmes, president of the E. & B. Holmes Machinery Co., has returned home from a trip to Europe.

The Quaker City Cooperage Co.'s plant has been in operation for the past three weeks and has a fair number of men at work in the flour-barrel line. Demand for barrels is reported to be steady.

The Buffalo Chamber of Commerce reports that a number of inquiries have been received asking for particulars regarding Buffalo as the location of cooperage and flour-sack plants. These have doubtless been prompted by the numerous reports of the city's growth as a flour-milling center.

Edward A. Miller, of the Vinegar Manufacturers' Sales Co., is now representing in this State the Bott Bros. Manufacturing Co., Warsaw, Ill., an old established tight barrel concern.

Canadian Markets Have Absorbed Own Production of Elm and Basswood Heading—W. A. Fraser

There has been little change in the cooperage situation in Canada since my October letter.

No. 1 Elm Staves, and No. 2 Basswood Heading manufactured by the Canadian mills during the producing season this year, has now been absorbed, which means that requirements for the next four months will have to be purchased from United States sources. The sugar and flour barrel business is about normal in volume for this time of the year, and we are looking forward to the usual amount of commodity barrel trade during the winter months.

The Canadian mills, as far as we can ascertain, are not anticipating more than the usual amount of lumbering this winter, particularly in view of the fact that there will be a very heavy carry-over of apple barrel stock. There has been an ample rainfall for the past few weeks, which will materially facilitate logging operations, once there is sufficient frost to make the swamps workable, but in the meantime, logging is more or less at a standstill.

Winter Course in Kiln Drying at Forest Products Laboratory

The winter short course in the kiln drying of lumber by the Forest Products Laboratory, Madison, Wis., will be given January 16th to 27th, according to announcements just received from the Federal laboratory. The January class will be the 48th kiln course conducted by the Madison institution. As usual the class will be limited to 18 and no pains will be spared to give the individual members ample consultation regarding the problems encountered at their plants. The teaching staff will be composed of W. K. Loughborough, J. S. Mathewson, Arthur Koehler, and L. V. Teesdale, four men who are recognized as authorities on kiln drying and wood technology.

The Canada Barrels & Kegs Co., Ltd., Waterloo, Ont., are installing additional dry kiln equipment. This company manufactures tight barrels and kegs.

Easing of Heavy Barrel Demand Noted in Louisville

Consumption of Barrels and Kegs in November Below That of October—Capacity Operation Not Necessary—Tight Stock is Plentiful

November found the cooperage industry in the Louisville section suffering a considerable slump in volume, the bottom dropping out of demand after the close of October. In October plants were busy, working some night work the early part of the month, and being comfortably full toward the close of the month, and still on a full time production basis for immediate delivery. However, when the orders requiring early shipment were filled there were not very many orders remaining, with the result that the demand at present requires only about one-third capacity operations.

Loss of Distilling Business is Felt at This Time of Year

In the old days this was a season when the big distilling plants were beginning to open up for their season's run. In those days the cooperage plants went right out of the food packing season into the distilling season, which was the real money making period of the year. Today when the food packing season ends there is not a great deal of business until another summer brings demand again for food containers.

Cotton Oil Industry is Still Using Barrels

There has been some business and fair inquiry for barrels from the southern cotton oil industry this year, but most of the crushers are shipping oils in tank cars, while receivers either pack in metal or buckets, and there is not any really large consumption of tight barrels for packing lards, compounds, etc.

In the old days the grocer bought his lard in wooden barrels and sold considerable bulk goods. Today he buys either in buckets, or in metal containers, which are one-way shippers. However, there is still some business in cottonseed oil packages, and a fair volume this year, in spite of the fact that the cotton crop is several millions of bales below that of last year. This year's crop is estimated at from 12,500,000 to 13,000,000 bales, as against 17,000,000 bales last year, which means a considerable reduction in seed that will be crushed.

Tight Cooperage Stock Supply is Plentiful

No shortage of any class of tight cooperage material is reported at this time, there being plenty of all sizes of keg and barrel staves and heading offered. Production has been heavy, while consumption has been only fair. Barrel and keg plants are now in a dull season, and do not need much stock for immediate use, and prefer to allow the stave and heading producers to carry the stock. The consequence is that there is very little trading being reported, and the package manufacturers are having no trouble in finding anything they need, and at reasonable prices.

Oil Company to Build Pipe Line

J. Fred Miles, Lexington and Ashland, Ky., oil man, who a short time ago purchased the large and modern oil refining plant of the Louisville Petroleum Refining Co., at Louisville, through a court sale, is now reported to be planning a pipe line in Western Kentucky which will bring crude oil to the Ohio River at Owensboro for shipping to Louisville by both rail and water, resulting in cheap transportation and low cost of crude.

Poultry Barrels Should Have Better Demand During Christmas Holidays

Demand for slack barrels from the poultry industry for shipping dressed turkeys and poultry to the Eastern markets for Thanksgiving was considerably below normal, as the Kentucky crop was light this year in so far as turkeys are concerned, whereas Texas had an enormous crop, and flooded Eastern markets with stock at prices that were not satisfactory to Kentucky raisers or shippers. It is reported that the Kentucky growers held back their stock, with the idea that turkeys would be scarcer and higher at Christmas, and in the meantime would take on weight and bring better returns. Agricultural leaders recommend holding light turkeys an extra month, to give them a chance to develop.

"To Boil or Not to Boil, That is the Question." Here's a New Use for the Wooden Barrel—Boiling Water in a Maine Lumber Camp

Notes of the Trade

J. N. White, Louisville Cooperage Co., reported that business had been very quiet since October, there being some scattered demand from various sections for fill in stocks, or immediate delivery, business being fairly well divided as between kegs and barrels. Prices were reported as unchanged since June on packages. Mr. White reported that the company's mills in Eastern Kentucky were closing down on account of poor demand and prices of cooperage material, but that the company was still producing rather freely at its Louisiana mills.

During the dull season the Louisville Cooperage Co. plans to go right ahead with work started last year in installing conveyor equipment, and improving the plant in order to reduce hand operations, and speed up production.

A. W. Wright, Philip Sengel & Son, reported that other than producing a few slack barrels, principally for flour packing, the company was at a standstill.

W. I. Wymond, of the Chess & Wymond Co., Louisville, referring to conditions in the South, in the stave and heading game, contended that the cooperage industry was in much the same shape as the lumber industry, or suffering from over production of raw material, producers having anticipated a shortage, and a demand that failed to develop.

"A Barrel for Every Need"

November 24, 1927.

Editor, THE JOURNAL:

We are enclosing a picture sent to us by one of our friends from a lumber camp in Maine.

We believe we have discovered a new use for barrels. We do not know how practical a barrel is for this purpose, but it is interesting neverthless.

Yours very truly,

COLWELL COOPERAGE COMPANY,

L. S. Campbell.

Barrel Company Organized

The National Barrel Co., Jersey City, N. J., has been organized by Meyer Horwitz, 633 E. 21st St., Brooklyn, N. Y., and associates.

THE NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

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The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Merry Christmas

May this Christmastide
Bring to our every friend,
The joy that once did glow
When Santa Claus filled
Our stocking from top to toe.

Close Co°peration in Industry the New Business Policy of Today

THE passing of the year 1927 will be greeted by many in the business world with a feeling of relief, for to certain trades and industries the rosy expectations for a continuation of the high tide of prosperity enjoyed during the preceding year have not been realized.

Natural and economic causes have combined during periods of this year to upset the predictions of a general prosperity. Floods, tornadoes, unstable buying and decreased consumption, etc., have tended to bring about unsettled conditions that have affected both volume and profit. Overproduction, too, has been apparent, with its resultant destructive practice of unwise price fluctuations.

Nevertheless, in spite of the unusual and unexpected conditions which have confronted business and industry during the past year, there is every reason to believe that when the final figures are computed it will be discovered that 1927 was not far below the satisfying totals of 1926. In fact, a survey recently made by the National Association of Manufacturers will in a great measure bear out the opinion that 1927 will fall only slightly below last year. Ninety-one per cent. of the replies received to the survey mentioned pronounce present trade favorable as a whole; 11 per cent. stating that conditions are excellent, 36 per cent. good, and 43 per cent. fair. In addition, the percentage reporting better business this fall than last fall, is almost as great as those reporting a lower volume.

In looking back over the past year with its many vicissitudes and uncertainties, with its increased demand in some instances, at the same time that prices were declining, it is well to take into consideration that we are in a new business era, and that the theories heretofore accepted as trade criterions are not entirely applicable today.

There has been an ever changing current in business practice since the close of the war. Old methods have been discarded, relations between industries have undergone a very noticeable change, the new competition has added to individual competition that of industry with industry, and commodity with commodity. These and many others are factors which enter into the present day operation of business. That we are gradually working along the road to the creation of a new epoch in American industry there is no doubt. This being true, standards of measuring prosperity once in vogue have now gone by the boards. The practice of comparing present day conditions with those existing before the war is obsolete. The business of doing business today appears to have changed completely, with the result that to achieve success at the present time, each and every business man must not only be daily alive to the pressure of competitive trade life but must train all efforts to meet conditions as they daily exist.

Writing for the business bulletin of the La Salle Extension University on the trend of business, Archer Wall Douglas makes the following comments:

"Business is not one big machine that moves forward or back, or stands still. It is a conglomerate mass of many machines, all interconnected, but not all turning at the same speed or in the same direction. The gears are constantly being changed. No sooner do we think we have the complicated mechanisms figured out than we discover some new or altered relationship that sets our calculations at sixes and sevens.

"Business students worked long and hard to devise a set of standard 'barometers' by which the future trend of 'general business' could be gauged. But as 'general business' is, after all, but a convenient, hypothetical thing made up of many changing elements, it is no wonder that many of these 'barometers' are no longer functioning according to specification. 'Easy money presages increased activity in production and distribution'—'rising prices are necessary to general prosperity'—'a bullish stock market means a coming business boom'—these are but a few of the popular fallacies that have gone by the board.

"The farther we get from generalities and the closer we come to particulars, with regard to business prospects, the more accurate our judgments will be. Every business has to stand on its own feet. Every business man has to analyze for himself the effect of current developments and changes on his own business. He first has to weigh the forces which move his business and determine their relative importance to him. Then, through a study of conditions and trends in particular industries, he can more accurately chart his own course of procedure.

"An examination of conditions *by industries* is all the more important today because rapid developments have brought us face to face with new competitive conditions. We have been forced to become *industry-conscious.* That is, we have found it necessary to work out our problems in common with others in the same industry—to substitute coöperation for ruthless internal competition. There will still be competition, but competition of a new kind, on a broader scale—competition between whole industries. And so it is today absolutely essential that business trends be analyzed and studied *in particular* rather than in general."

There are many lessons to be learned from the business year of 1927, and it is only by coming to a full realization of changed business practices that any industry can bring about a return to a permanent trade prosperity.

We in the cooperage trade must become "industry-conscious,"—must become "wooden-barrel" conscious. Ruthless, internal competition, as Mr. Douglas calls it, must be weeded out, and all our efforts and endeavors directed to a study of our particular industry, its needs and its problems, its advancement and its welfare. The time has passed when a brief personal advantage or gain is the mark of good business practice. It is only by keeping in step with progress that outside competition with the wooden barrel can be combatted successfully.

The close coöperation spoken of by Mr. Douglas is the business order of today, and when that close coöperation embraces each and every cooperage and cooperage stock manufacturer, there will be more profit and a greater demand for cooperage, and the competition of substitute package industries which is at present menacing the wooden barrel trade will not only be thwarted but will, by steady and persistent effort, be finally defeated.

The Question of Skilled Labor and How to Meet It

WHERE the skilled labor of tomorrow is to come from is a question that is holding the attention of many manufacturers at the present time, and that an effort is being made to solve this problem is evidenced by the endeavors to divert the younger generation from entering non-productive professions or holding down so called white collar jobs.

The United States Chamber of Commerce through its Department of Manufacture also has this question of skilled labor under consideration. In a recent bulletin on industrial efficiency and trained men, attention is called to the fact that at a recent dinner honoring industrial veterans one company marshalled five hundred men who had been in service for from 25 to 60 years.

How and by whom are these men to be replaced, when they pass out of the picture? Can we count on immigration to fill their shoes? There is much doubt expressed that any dependence can be put on this course of supply, for experience has taught that no longer can industry secure a sufficient number of its trained men through immigration channels, neither can this supply be met by neighboring plants. The advent of labor saving machinery cut down the demand for skilled and hand artisans to a very large extent, it is true, but labor saving machines necessitate the outlay of considerable money and in order to secure volume production such machinery must be placed in trained and careful hands.

Systematic training of employes is the one real solution to the skilled labor problem. Unfortunately, there are those who still believe that they can go out and hire all the skilled labor they want. Commenting on this belief, the Department of Manufacture says: "Perhaps some can do this in certain localities where others have been doing the training. But it is obvious that were this policy universally adopted there must soon come to an end this supply of skill."

On the other hand, however, there are as many more who recognize the seriousness of this lack of skilled labor and are taking measures to protect themselves and their industries from a scarcity of trained employees. The eyes of the younger generation are being directed to industry's opportunities and away from the overcrowded professions. The sons of employees in industries are being interested in the far reaching possibilities of industrial training. The increase of manual training schools and apprentice schools is freely advocated, and trade associations in coöperation with communities are contributing to the development of skilled labor, so that the leadership which American industry holds today in the world trade will see no lessening in the years to come.

WANTS IN COOPERAGE LINES

Macon Cooperage Company, P. O. Box 264, Macon, Georgia, is in the market for one Glader Hoop Expander with gear adjustment, in good condition.

Henry A. Thorndike, P. O. Box 43, Newport, R. I., is in the market for from fifty to a carload of Litharge barrels and kegs. Give measurements, and quote prices in your first letter.

"Export," care of THE NATIONAL COOPERS' JOURNAL, *Philadelphia, is in the market for* 250,000 *to* 300,000 *Oval Dressed Claret Staves. Prices should be quoted f. o. b. nearest export port.*

Cooperage Trade in the East Enjoying Fair Volume of Business—C. M. Van Aken

This locality has experienced a fair demand for cooperage along general lines. Consumers of staves, heading and hoops for packing barrels, lime barrels and various other kinds of barrels, outside of barrels for fruit, have been calling for a fair amount of cooperage and shipments to these people have been moving forward quite regularly.

In the fruit barrel line there has been almost a dearth of orders. The light fruit crop in some sections of the East put the sellers of cooperage in a position where they did not expect additional business from those sections. There were, however, certain sections where a good volume of fruit was harvested, and from those sections repeat orders for cooperage were anticipated, but because the quality was more or less inferior a large percentage of this fruit was placed on the market for quick consumption, so baskets and boxes were used to substitute the barrels for these shipments. This has put a decided crimp in the number of fruit barrels used and explains why there has been practically very little business in the fruit line during the past month. The only cooperage that has been moving for fruit at all has been something offered by somebody at a ridiculously low price in order to clean up a stock. That material was bought because it was cheap and bought to be used next season.

Quite a number of the large apple growers and apple dealers who have heretofore used barrels exclusively have, for various reasons, emphasized baskets this year. The tub basket has furnished a package which can be successfully put in cold storage, so with the growing desire on the part of the buying public for smaller packages, it is not unlikely that the percentage of baskets used next year will be decidedly in excess of the percentage used this season. The coopers throughout the fruit district are quite optimistic as regards the outlook for next year's fruit crop. They are of the opinion that with a good crop of fruit in 1928 there will be a demand for all the barrels they are able to produce.

Industrial Survey Shows Favorable Condition Existing in American Business

Annual Report on Nation's Industries by National Association of Manufacturers Indicates Falling Off From 1926 Peak But Decrease is Only Slight—No Cause for Alarm as to Future

The annual survey of the nation's trade by the National Association of Manufacturers shows a preponderating opinion for a favorable condition, only a shade less flourishing than at this time last year. Analysis of the answers received from manufacturers in every line of activity all over the country reveals that, while current trade is in the "excellent to good to fair" category, the percentage of excellent business reported is slightly lower than in the fall of 1926. The survey reached into twenty-two specific industries and the miscellaneous groups.

1927 Will Not Fall Much Below Excellent Record of 1926

Similarly, while the outlook for winter trade is reported generally optimistic, the percentage of adverse opinion as to prospects is higher than in 1926. A diminution of the remarkable business tempo maintained through last year is also indicated by the reports on business conditions at the present time as compared with the fall of 1926, fewer reporting an increase of business this fall than did last fall.

The two immediately preceding conditions noted are a corollary to the further condition, shown by analysis of the reports, that there has been some slowing up in the movement of goods as compared with last fall, the percentage of those reporting an overstocked condition being slightly larger than that reported in the fall of 1926.

A small net decrease in employment is shown this year, offsetting the heavy increase reported last year, with a consequently greater supply of labor of all classes available. Wage increases, however, are reported by a greater percentage than those recording a decrease, although the percentage is not as high as last fall.

Production Has Been Maintained But Sales Values Have Dropped

The reports indicate that production has been maintained in practically unchanged volume since last fall, with a very slight decrease in sales quantities, and a much heavier drop in sales values.

Industrial peace prevails almost without exception, a comparatively infinitesimal percentage of labor troubles being reported.

The above comparative summary is given for the sole purpose of showing in how slight measure the prosperity of 1927 appears to have fallen behind that of 1926. A fairer idea, perhaps, of the real past, present and future of 1927 in business may be obtained from detached consideration of the following percentage items giving a survey of industry as a whole:

Prospects of Present and Future Trade

Present trade is pronounced favorable by more than 91 per cent. of the replies, 11 per cent. reporting it excellent, 36 per cent. good, and 43 per cent. fair.

Prospects for winter trade are even more favorably portrayed, more than 92 per cent. of the replies reporting them as: excellent, 8 per cent.; good, 44 per cent.; fair, 40 per cent.

Business is better than last fall in the experience of 33 per cent., with 27 per cent. reporting it unchanged, and 40 per cent. reporting it lower.

A healthy movement of goods is indicated by reports of low stocks on hand by 17 per cent. of the answers, with 72 per cent. recording normal inventories, and only 11 per cent. noting an overstock of goods.

Employment and Wages

Changes in the employment situation as compared with last fall are reported by 80 per cent. of the replies. Of 43 per cent. noting an increase in employment, 6 per cent. say it was large and 37 per cent. noted a small gain. Of the 57 reporting a decrease, the drop in numbers was large in the experience of 8 per cent., and small in that of 49 per cent.

A labor shortage is indicated by only 8 per cent. of the answers, of whom 6 per cent. reported the supply of skilled labor to be wanting, and 2 per cent. recorded a scarcity of unskilled labor.

Changes in the wage scale are reported by 38 per cent. of the replies, and 73 per cent, of these reported an increase, of which 70 per cent. noted a small advance. Of the 27 per cent. reporting a decrease, .265 per cent. say the drop was small.

Production and Sales

Changes in production as compared with last fall were noted by 76 per cent. of the concerns replying to the questionnaire, and these changes were evenly divided between increases and decreases in the volume.

Changes in sales quantities were reported by 77 per cent., of whom 49 per cent. noted an increase and 51 per cent a decrease.

As to sales values, 68 per cent. of the answers reported changes since last fall; 38 per cent. recording an increase and 62 per cent. a decrease.

Following are reports from various groups of industry now using tight or slack cooperage.

Agricultural Products and Foodstuffs

Present trade is reported fair by 50 per cent., good by 14 per cent. and poor by 36 per cent. Prospects for the winter are viewed as excellent by 14 per cent., good by 54 per cent., and poor by 32 per cent. Business compared with last fall is reported higher by 50 per cent., lower by 21 per cent., and unchanged by 29 per cent. Low stocks on hand are reported by 18 per cent., normal by 71 per cent. and over by 11 per cent. A small increase in employment compared with last fall is reported by 40 per cent., large increase by 10 per cent., small decrease by 50 per cent. No shortage of skilled labor is reported by 89 per cent. and none in unskilled labor by 21 per cent., while 3 per cent. report a shortage of unskilled labor, and 2 per cent. note a scarcity of unskilled labor. Increases in wages as compared with last fall are reported by 28 per cent., 3 per cent. reporting the increase small, while 17 per cent. report decreases, of which 3 per cent. noted a large drop in the scale. An increase in production over last fall was reported by 50 per cent., a decrease by 32 per cent. An increase in sales quantities compared with last fall was reported by 57 per cent., a decrease by 21 per cent. Sales values were reported greater than last fall by 32 per cent., and lower by 39 per cent. Industrial peace was reported by 1,005, of whom 11 per cent. reported strikes eliminated from their plants.

Favorable Reports From Cement Trade Are in the Majority

Present trade is reported favorable without exception, 15 per cent. stating it is excellent, 46 per cent. reporting it good, and 39 per cent. fair. Prospects for winter trade are reported good and fair by 42 per cent. and 50 per cent., respectively, with 8 per cent. viewing them as poor. Better trade than last fall is reported by 33 per cent., unchanged conditions by 17 per cent., and lower by 50 per cent. Stocks on hand are reported low by 25 per cent., normal by 50 per cent., and over by 25 per cent. A small increase in employment as compared with last fall is reported by 33 per cent., with 50 per cent., reporting a small decrease. No shortage in skilled labor is reported by 91 per cent., with 100 per cent. reporting none in unskilled labor. A small increase in wages is reported by 50 per cent., and a small decrease by 8 per cent. Greater production than last fall is reported by 50 per cent., and less by 16 per cent., with an increase in sales quantities

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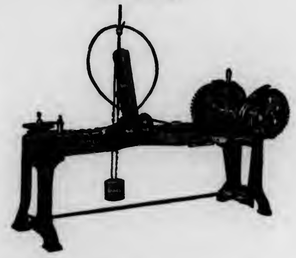

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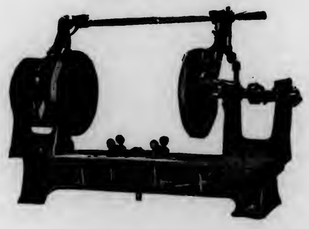

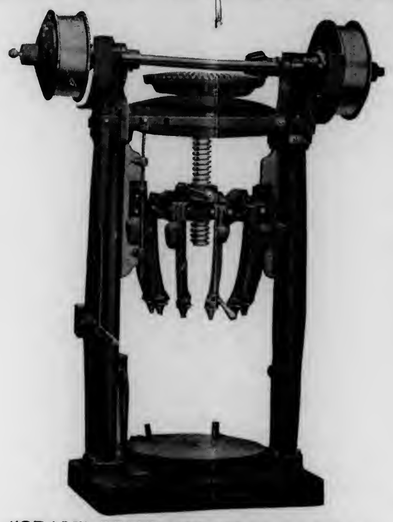

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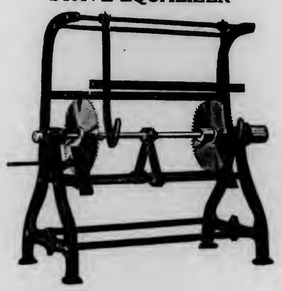

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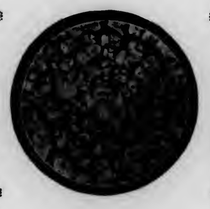

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reported by 50 per cent. and a decrease by 41 per cent. Sales values are reported higher than last fall by 16 per cent. of those reporting, and lower by 68 per cent. There are no strikes in the industry, 16 per cent. reporting them eliminated.

Ninety-six Per Cent. of Chemical Manufacturers' Reports Consider Present Business Satisfactory

Favorable conditions of present trade are reported by 96 per cent., of whom 8 per cent. say it is excellent, 54 per cent. good, and 34 per cent. fair, with only 4 per cent. regarding it as poor. The prospects for winter trade are reported as favorable without exception, 8 per cent. regarding them as excellent, 71 per cent. as good, and 21 per cent. as fair. Better business than last fall is reported by 42 per cent., unchanged by 33 per cent., and lower by 25 per cent. Low stocks on hand are reported by 17 per cent., normal by 70 per cent., and overstocked by 13 per cent. Large and small increases in employment over last fall are reported by 7 per cent. and 30 per cent., respectively, with 26 per cent. reporting a small decrease. Seventy-seven per cent. report no shortage in skilled labor, with 80 per cent. reporting none in unskilled labor, but 3 per cent. noting a shortage in the latter. A small increase in wages over last fall is reported by 42 per cent., with 3 per cent. reporting a small decrease. Production is reported higher than last fall by 56 per cent. of the answers, with 7 per cent. reporting a decrease. Larger sales quantities than last fall are reported by 49 per cent., smaller by 21 per cent. An increase in sales values is noted by 34 per cent., a decrease by 19 per cent. There are no strikes in the industries and 7 per cent. report them eliminated.

Glass and Crockery Industry Unanimous as to Favorable Conditions

Without exception present trade is reported favorable, 7 per cent. reporting it excellent, 29 per cent. good, and 64 per cent. fair. Similarly there are no dissenting opinions as to winter prospects, 14 per cent. anticipating excellent conditions, 36 per cent. good and 50 per cent. expecting them to be fair. Better business than last fall is reported by 29 per cent., unchanged by 14 per cent. and lower by 57 per cent. Low stocks on hand are reported by 7 per cent., normal by more than 71 per cent., and overstocked by more than 21 per cent. A small increase in employment over last fall is reported by 14 per cent., with 7 per cent. reporting a large decrease and 49 per cent. a small decrease. Ninety-one per cent. report there is no shortage in skilled labor, with 84 per cent. reporting the same for unskilled labor. A small increase in wages since last fall is reported by 28 per cent., and a small decrease by 7 per cent. Greater production than this time last year is reported by 35 per cent., and a decrease by 35 per cent. Sales quantities are greater than last fall, are reported by 28 per cent. with 42 per cent. reporting a decrease, and 14 per cent. report higher sales values, with 63 per cent. reporting a decrease in values. There are no strikes in the industry, and 28 per cent. report them eliminated from their experiences.

Hardware Trade Approaches the Future With Optimism

Present trade is regarded with optimism by 92 per cent. of those reporting, of whom 12 per cent. report it excellent, 22 per cent. good, and 58 per cent. fair, with the rest pronouncing it poor. Ninety-four per cent. regard prospects for winter trade with the same optimism, 3 per cent. reporting them excellent, 40 per cent. good, and 51 per cent. fair, with 6 per cent. anticipating poor business. Better conditions in business than last fall are reported by 19 per cent., with 35 per cent. reporting no change and 46 per cent. reporting business not so good as at this time last year. Low stocks on hand are reported by 18 per cent., normal by 68 per cent. and overstocked by 14 per cent. Large and small increases in employment as compared with last fall are reported by 3 per cent. and 20 per cent., respectively, with large and small decreases reported by 4 per cent. and 53 per cent., respectively. A shortage of skilled labor is reported by 5 per cent., with 81 per cent. reporting none; and 79 per cent. reporting no shortage of unskilled workers. A large increase in wages since last fall is reported by 1 per cent. with 35 per cent. reporting a small increase; and 1 per cent. reports a large decrease, with 10 per cent. reporting a small drop in the scale. Higher production than last year is reported by 28 per cent., 51 per cent. noting a decrease. In sales quantities compared with the same period of 1926, 25 per cent. record an increase, and 48 per cent. a decrease. Sales values are higher than last year, according to 21 per cent.; lower, according to 46 per cent. Industrial peace prevails in the industry, and 5 per cent. report strikes eliminated.

Excellent Prospects for Business in Paint, Oil and Varnish Industry

Conditions in present trade are reported excellent by 6 per cent., good by 44 per cent., fair by 38 per cent., and poor by 12 per cent. Excellent prospects for winter trade are reported by 18 per cent., good by 38 per cent., fair by 44 per cent., with none on record as anticipating poor business. Better business than last fall is reported by 44 per cent., unchanged by 12 per cent., and lower by 44 per cent. Low stocks on hand are reported by 18 per cent., normal by 82 per cent. A small increase in employment is recorded by 12 per cent., and a small decrease by 36 per cent. Sixty per cent. report no shortage of either skilled or unskilled labor, while a small increase in wages is reported by 6 per cent., and a small decrease by 12 per cent. Greater production than last fall is reported by 36 per cent., with the same number recording a decrease. An increase in sales quantities over last fall is reported by 36 per cent., a decrease by 30 per cent., and sales values are higher than last fall, according to 18 per cent.; lower, according to 12 per cent. Labor conditions are reported satisfactory without exception, and 12 per cent. say they have eliminated strikes.

Miscellaneous Industries Expect No Decrease in Business During Winter

Ninety-five per cent. of the reports on present trade are favorable, 15 per cent. pronouncing it excellent, 41 per cent. good, and 39 per cent. fair, with the rest reporting it poor. Prospects for winter trade are reported 97 per cent. favorable, 14 per cent. pronouncing them excellent, 50 per cent. good, and 33 per cent. fair. Better business than last year is reported by 42 per cent., unchanged by 22 per cent., and lower by 36 per cent. Low stocks on hand are reported by 15 per cent., normal by 77 per cent., and over by 8 per cent. Large and small increases in employment over last year's figures are reported by 9 per cent. and 28 per cent., respectively, and large and small decreases by 4 per cent. and 40 per cent. reporting none; and of unskilled labor is reported by 9 per cent., with 78 per cent. reporting none; and of skilled labor by 2 per cent., with 76 per cent. reporting none. Large and small increases of wages are reported by 2 per cent. and 34 per cent., respectively, and a small decrease by 8 per cent. Greater production than last year is reported by 41 per cent., less by 37 per cent. Thirty-nine per cent., report increased sales quantities, and 37 per cent. a decrease, while sales values are reported greater by 30 per cent. and lower by 38 per cent. These industries are 99 per cent. free of strikes, and 16 per cent. report them eliminated from their plants.

Universal Vacuum Dryer Company Occupy New Offices

The Universal Vacuum Dryer Company, Dry Kiln Engineers and Manufacturers, Kansas City, Mo., have moved their executive offices from their plant situated in one of the outlying industrial districts, to suite 417-21 City Bank Building, one of Kansas City's newest, finest office buildings.

This move places the executive offices downtown, enlarges the office facilities and gives out-of-town customers and visitors easier access to the business offices of the company.

The move is occasioned largely by the rapid expansion of the business. The year just drawing to a close is reported to be the best in the history of the company. While the Universal Vacuum Dry Kiln is a comparative "newcomer" in the dry kiln field, installations have been made in some of the outstanding cooperage, lumber and woodworking plants of the country. As this report is made, installations are going forward in five States, in plants of manufacturers of cooperage stock, lumber, furniture and woodwork.

The executives of the Universal Vacuum Dryer Company are C. L. Rice, president, and C. W. Stanbrough, vice-president, in charge of sales.

Russian Staves Displacing American Staves in France

Statistics of Department of Commerce Show Large Increase in Consumption of Russian Staves by French Coopers and Wine Growers—Italian Chestnut Staves Also Growing in Demand

Reporting on the stave trade of Marseille, Vice-Consul Wm. E. DeCourcy, writes that the import statistics for the port of Marseille, classify staves only as to "oak" and "other," so that no accurate figures for imports of the various sizes of staves can be given. These statistics, however, are sufficient to show that American oak staves are being replaced at Marseille by imports from Russia. Figures for the past two years and a half are as follows:

Imports of Oak Staves at Marseille

Origin	1925 Metric tons	1926 Metric tons	6 Mos. 1927 Metric tons
United States	500	624	21
Italy	467	659	224
Yugoslavia	(a)	369	15
Tunisia	138	(a)	(a)
Other countries	80	5,042	(b) 1,331
Total	1,185	6,694	1,591

(a) Included in "others."
(b) This item is not analyzed in Marseille Chamber of of Commerce statistics, but is known to be made up almost entirely of Russian and some Austrian staves.

Second Hand Barrels Are Being Used in Palm Oil Trade

There is no demand for red oak palm oil staves. Palm oil dealers are finding a sufficient supply of second hand barrels to meet their needs. A few stave concerns have a limited amount of old stock on hand which they are selling for as low as three francs apiece.

It is reported the present demand for the 34 inches by ¾-inch white oak staves is extremely weak, but that some quantities are coming in from Russia.

The price of 34 inches by ¾-inch red oak palm oil staves is quoted at $250 per 1,000 and of 44 inches by ⅛-inch white oak staves at $300.

Demand for Italian Chestnut Staves Increasing

An increasing tendency at Marseille to use chestnut staves from Italy is shown by the fact that 10,590 metric tons of these staves were imported during 1926. Imports of oak staves were also heavy during last year, owing to the heavy wine crop of 1925, but buying was done principally in Russia on account of lower prices. This practice has continued into 1927. Arrivals are chiefly from Black Sea ports, although a few shipments have come from Leningrad. It will be noted from the above figures that in 1926 the United States, which formerly dominated the trade, supplied less than 10 per cent. of the imports, while Yugoslavia and Italy also showed marked decreases. Trade with the United States at present is even weaker, a situation which is confirmed by reports from the important stave market at Cette. It was stated by dealers there that last April the demand for 42-inch white oak staves was very strong but that American exporters, taking advantage of this, increased their prices from $400 per thousand to $425 and $430 per thousand. This stopped business immediately, for although the trade is willing to pay a premium of say 4 to 8 cents per stave for the better American quality, if the margin runs above this figure, it means that Russian staves will be bought.

It appears that regardless of the long established connections enjoyed by American Southern stave exporters, they will be able to push the advantage gained by the quality of their goods only so far without losing the market to Russia.

A Favorable Wine Crop Will Better Bordeaux Stave Trade

Regarding the Bordeaux market, Consul Lucien Memminger reports that the demand for 36-inch white oak staves for barrel making, which are usually supplied in large quantities by the United States, has continued moderate up to the present but as stocks on hand are low merchants anticipate a decided revival of demand if this season's wine crop develops favorably.

There is a good demand at present for 42-inch staves both white oak and red oak for distribution, particularly to Cette, Montpellier, Algiers, and Oran. Although this type of staves is not largely used a number of Bordeaux firms with branches at Cette do business in the 42-inch staves as well as in those of 36 inches. A local merchant gave the following as being recent price quotations c. i. f. Cette for 42-inch staves per 1,000; white oak, $420-$430; red oak, $330. Price quotations for 36-inch white oak staves at Bordeaux have been $260-$270 per 1,000 c. i. f.

Large Quantities of Russian Staves Absorbed by Bordeaux Market

Imports of staves from the United States in the three months ended June 30, 1927, amounted to 264 metric tons, which was an increase as compared with the previous quarter when only 43 tons were imported. Only one ton of Russian staves arrived at the port in the three months ended June 30, 1927, but 1,263 metric tons of Russian staves which were in storage in bonded warehouses at Bordeaux were withdrawn therefrom, mostly in May, and entered into local comsumption, thus increasing the total of Russian staves declared for entry in six months ended June 30, 1927, to a total of 1,854 tons. Since that date a ship has arrived from Russia with a large number of staves, and another is expected at Cette.

The following provisional statistics of imports of oak staves at Bordeaux in general and special commerce during the six months ended June 30, 1927, have been copied from the records at the customhouse:

Imports of Oak Staves in General and Special Commerce January-June, 1927

Country of Origin	(1) General Commerce Metric tons	(2) Special Commerce Metric tons	Francs
Russia	3,317	1,854	2,550,000
Yugoslavia	1,090	1,090	1,581,000
United States ..	307	307	385,000
Poland	101	101	128,000
Algeria	4	4	8,000
Latvia	....	27	50,000
Total	4,819	3,383	4,702,000

(1) General Commerce includes all merchandise arriving, whether declared for consumption, transit, warehouse, trans-shipment, re-exportation, or temporary admission.
(2) Special Commerce includes all merchandise sent into consumption, *i. e.*, all merchandise imported free and all which has paid duty on arrival; also all which subsequently to being declared for transit, warehouse, trans-shipment, or temporary admission has paid duty and has been entered for consumption.

Export Cooperage Trade Active

According to report of the Bureau of Foreign and Domestic Commerce as carried in *Commerce Reports*, September shipments of all cooperage were greater than for last year, and for the nine months' period all items except tight shooks have shown increases. The total value for all items was approximately $8,500,000, which compares with $7,500,000 in 1926. Figures for destinations for nine months' exports are available for staves only, without distinction of tight and slack, and these give little indication of what the trade is doing as a whole. As regards staves, however, France and South America have taken increased quantities. French purchases customarily are practically all of tight staves, while South American purchases, both in the main market of Argentina and in the lesser buying countries, are largely of tight shooks. Canada and Australia also increased purchases for both tight and slack staves, while other stave markets have shown less interest. The four markets mentioned have taken half the total of tight and slack staves exported and the exports to these markets are valued at $3,700,000 for the nine months' period ending with September.

Asks Revisions of Rates on Forest Products

Hearings were held during November by the Wisconsin railroad commission on freight rates for forest products. There was an application of the Chicago & North Western, Chicago, Milwaukee & St. Paul, and Minneapolis, St. Paul & Sault Ste. Marie railways for a revision of rates on forest products between points in Wisconsin for manufacture or concentration and reshipment. The case of August C. Beck & Co., and others vs. the Chicago & North Western road, requesting reduction of lumber rates also came up, as did the case on refund of lumber freight charges of the W. C. Landon Lumber Co., and others vs. the Soo Line.

Walker L. Wellford Re-Elected President of Dimension Lumber Manufacturers' Association

First Annual Meeting Also Adopts Group Plan—Much Progress Made in the Industry During Past Year—Cost Plan Proves a Valuable Asset

The Dimension Lumber Manufacturers' Association held its first annual meeting at Cincinnati, Ohio, November 8th. The sessions were well attended. The discussions were fruitful and several important changes were made that the organization might better serve the varied interests inherent in its membership.

Adopt Group Plan of Organization

Outstanding among these was the adoption of a constitutional provision for the organization of the Association by groups, placing those who manufacture the same character of dimension in their respective groups. Two groups were ordained, one for manufacturers of rough-sawn air-dried stock and the other for manufacturers of kiln dried dimension and glued-up stock. The provision for group organization was made sufficiently elastic to enable the founding of additional groups as the need arises. As the membership of the Association is nation wide, it is probable that a regional grouping will be resorted to later on.

The make-up of the Executive Committee was changed to include a vice-president and not more than two additional members elected by each group.

President Wellford Stresses Possibilities of Dimension Lumber Industry

The meeting was called to order by President Walker L. Wellford of Memphis who, after reviewing briefly the history of the organization, spoke in part as follows:

"A year ago a small body of dimension manufacturers met in this hotel to form, if possible, an association. It was finally agreed, after considerable dissension, that it was not only possible but feasible and desirable, so the Dimension Lumber Manufacturers' Association was launched.

"I was elected your first president. This reminds me of a story that I heard of an old negro on his first visit to the circus. He was much impressed with the monkeys. He watched them very closely. One very large monkey seemed particularly intelligent so the negro tried to enter into conversation with him, and, failing in this, he remarked, 'I know why you don't talk. You are afraid the white folks will put you to work if you do.'

"Well, I was not as wise as the monkey for I recall that I did a lot of talking at the meeting and therefore was put to work.

"I must, however, acknowledge that I have not worked as hard as I should and that I have accomplished very little towards building up an association worthy of the name.

Cost Accounting System a Real Accomplishment

"There has been one accomplishment that I consider the most important of all of the activities of the association and that is the cost accounting system given us by the Committee on Cost Accounting which, if installed and used by the members, will insure them a profit on what business they do for they will know what their product costs them and no sane man will sell his product below cost for any length of time. Only those members who have installed this system can appreciate its worth and can give the committee the proper credit and thanks for giving their time to this work.

"We had three meetings during the year; one at Memphis, which was well attended, and two meetings at Chicago which were very poorly attended. I attribute this small attendance very largely to my lack of ability to instil into the members the advantages to be derived from these meetings. What you need is a good live man, not only familiar with the manufacture of dimension but enthusiastic about it. One who is of broad enough vision to not only see the possibilities of a good association, but able to make others see it.

"This is a comparatively new industry. Its possibilities are wonderful. If we who are in it now do not develop it, others will later on and not much later either. It is fundamentally and economically sound. It is a common sense way of marketing lumber both from the standpoint of conservation and economy. Much of the tree is now left in the woods because it is of such quality that it does not pay to market it as lumber because of the cost. If cut into dimension at the source, or near the source, much of it is saved which is now left to rot. The lower grades of lumber which are now offered cannot be transported any distance because of the waste, and even the higher grades, when cut up at destination, show a large waste which could be avoided by cutting into dimension at the source.

Dimension Manufacture Requires Technical Skill

"I do not want you to think that one can go into the woods with a saw and produce dimension from culls, for this cannot be done, nor does the possession of a mill mean that you can make suitable dimension any more than the possession of a band mill insures you success in the lumber business. I have heard that ninety per cent. of those that have gone into the sawmill business have made failures. The percentage of dimension failures has been greater. Fully ninety-nine per cent. have failed. It requires far greater technical skill to make dimension than lumber. Lumber is cut to such lengths and widths as the tree will produce and the buyer of lumber makes it into dimension to suit his exact requirements, so the manufacturer of dimension must cut all of his product to exact requirements or specifications and it must be one hundred per cent, usable. It must fill all the requirements for which it is intended to be used. It may be rough cut and air dried or a step further and kiln dried. Then it may be planed or glued-up or even further finished as desired by the user. Each one of these steps requires more capital, more supervision and more knowledge.

"Wood, except at its source of severance, is not an economical fuel; both coal and oil per ton produce more power and where the argument is used that wood waste saves the purchase of coal, it will be found that if dimension was used and coal purchased, the user would be many dollars in pocket.

Dependable Dimensions Will Always Find a Market

"The use of dimension is restricted because up to lately there has never been a dependable and sufficient source of supply. A few manufacturers of dimension have made good dimension and are dependable but users want several sources of supply and the greater part of the dimension has been made in a haphazard way by unreliable people who, if they knew how to make it once, could not duplicate the order when wanted so that the users have had to make their own dimension from lumber.

"Buyers of dimension all say that they would gladly dicontinue the use of rough lumber if they knew that they could get dimension as and when they want it. Without some plan of coöperation this will not be accomplished. Every successful industry in this country has a well organized association. Steel, varnish, coal, railroads, lumber, hardware, fruit, etc.,—all have good associations.

Consumers Favor Organization of Manufacturers

"The buyers do not want to deal with concerns who do not think enough of their industry to maintain an association. I have been told by our customers that they thought we were wise in organizing. They do not look on our group as a combination to raise prices but as an indication that we will produce a dependable product economically and that they will benefit by being able to know what their costs will be and through getting their cut stock as they

need it without being forced to carry large stocks of rough lumber in their yards.

"Some of us miss the advantages that we could have through the association because we are selfish enough to want to receive but not give. Often your competitor is doing things much better and cheaper than you are and if ideas are exchanged you both benefit. Remember that the cheaper and better dimension is, the quicker the business will be developed. High prices are not desirable, yet profits are essential. High prices do not always mean profits.

"Some will argue that if we have an association that we will encourage others to go into the business and the market will be so crowded with dimension that there will be no profit in it. Remember that ninety-nine per cent. who have attempted dimensioning have failed. It requires a lot of intelligence to be successful in it. With a steady, good supply of dependable dimension at a reasonable price, the demand will always meet the supply.

"I have already talked too long. I am still not as wise as the monkey, but I do hope that I have said something that will be of benefit to you."

Report of the Secretary

The president's remarks were very well received and were followed by the report of Secretary E. C. Kratsch of Milwaukee who outlined in detail the activities of the association. Mr. Kratsch spoke briefly concerning the four meetings held by the association during the year and wound up with the declaration that the association had redeemed its promissory notes by more than 100 per cent. as it now carried more duespaying members on its roll than the original number who had underwritten the proposition at the outset. This was very gratifying news and the report of Treasurer George W. Hartzell, showing a surplus in the treasury, was equally joyous.

Members of the cost committee came in for considerable praise for the work they had done on the uniform cost system adopted by the association in June and those members who had installed the system reported themselves delighted with its ease of application, its absence of unnecessary addenda and its ability to reflect the true status of their business at any time.

Association's Cost Plan Proves Valuable

"I cannot tell you how much I appreciate what this cost system has meant to me," remarked one member. "Several years ago we had a system installed which cost us around $1,200 and required the full time of several clerks. I am sorry to say that with all its detail and expert supervision it took us so long to look anything up that we never knew where we were. We were one of the first to install the association's uniform cost system. We threw our previous system out bag and baggage and are very glad to say the association's system is not only adequate, but very inexpensive. The office detail is handled by my personal stenographer, who, in addition to taking care of the books, handles all my personal correspondence."

Walker L. Wellford Re-elected President Unanimously

It was election day in the nation and also election day for the Association. The nominating committee placed the following on the calendar and the entire slate was elected by unanimous vote:

President—Walker L. Wellford, Chickasaw Wood Products Co., Memphis, Tenn.

Vice-President—Harry B. Krausz, Pearl River Valley Lumber Co., Canton, Miss.

Secretary—E. C. Kratsch, Milwaukee.

Treasurer—George W. Hartzell, Piqua, Ohio.

Directors—C. L. Foretich, Bradley Lumber Co., of Arkansas, Warren, Ark.

J. C. Turner, W. M. Ritter Lumber Co., Columbus, Ohio.

J. L. Davis, Soo Lumber Co., Glidden, Wis.

A. W. Cornwall, Jr., The Mengel Co., Winston-Salem, N. C.

J. L. Fetterman, Jackson, Miss.

National Commercial Forestry Conference Considers Many Practical Subjects

Fundamentals of a national economic policy looking to the perpetuation of sources of wood supply to meet the economic requirements of the country were outlined at the National Conference on Commercial Forestry which met in Chicago November 16th and 17th, under the auspices of the Chamber of Commerce of the United States.

More than two hundred and twenty-five representatives of forest and wood using industries discussed the progress and possibilities of commercial forestry and the obstacles to be overcome in establishing this newest of the industries upon a sound economic basis. The conference formulated conclusions which virtually constitute a practical program of action looking to the perpetuation of the forests as a source of supply of a commodity essential to the economic independence and development of the country and the maintenance of its wood-using industries.

The National Welfare Demands Continued Reforestation

The conference is convinced that it is fundamental to national welfare to produce a continuously ample supply of wood upon the 470,000,000 acres of land that will be idle if not kept in forest. The business of growing timber on one-fourth of the nation's land area is on a par with agriculture as the foundation of American economic and social structure.

Forestry Has Made Great Advances in Recent Years

The advances which forestry has made in the United States was covered in a report which reads in part as follows: "Despite adverse conditions, unparalleled in any other progressive country, an amazing advance in forestry has been made in the United States within the last 25 years and especially within the last 10 years. A majority of the owners of extensive forest lands of the West, a large percentage of those of the South and many other regions maintain ownership of their cut-over lands, and protect them from fire despite heavy taxes. This is an essential part of reforestation. Moreover, some 200 corporations owning an aggregate area of 21,000,000 acres—nearly equal to the whole of the forests of France—have reported the adoption of forest management policies. But from all sides come reports of a discouraging struggle against conditions, which can be rectified only by public coöperation, through full recognition of individual and collective public responsibility."

Measures That Are Deemed Necessary

To continue reforestation, to expand it to meet national and community requirements, the conference considers that the following measures are necessary:

1. Adequate public protection against forest fires.
2. Equitable and stable taxation.
3. Full technical and economic information through research.
4. Complete recognition by the people of State and Federal responsibility.

"Forest owners," continues the report, "recognize the national necessity of continuous productivity of their lands when economically feasible. The growing of trees must be upon a business basis or it cannot be pursued. It is evident from the start already made that enlightened public policy will stimulate the general adoption of reforestation to maintain continuous production of wood on the nation's forest lands."

Recommendations Adopted by the Forestry Conference

Following are recommendations adopted by the conference:

That the Clarke-McNary national forestry act be effectuated by immediate prevision by Congress of the full amount of the annual appropriations if authorized, thus extending systematic fire protection and its other benefits throughout the country.

That our land taxation systems be thoroughly investigated and equitably revised to the end that local public revenues shall be protected and, at the same time, the vital public economic interests of thousands of communities in the continued productivity of vast acres of land shall be safeguarded.

That comprehensive forestry research shall be authorized and vigorously supported by Congress, so that reforestation and wood utilization may be more intelligently directed.

That State and Federal forest agencies whose coöperation we appreciatively recognize, shall have their hands strengthened. That recognizing their responsibility, forest land owners, assume, as a civic duty, the leadership in this great national business enterprise, already well begun.

Wooden Barrel Requirements of Porto Rico

Consumption of Slack Cooperage for Tobacco Averages Between 80,000 and 150,000 Barrels a Season—Lime Industry a Promising Market for Cooperage

According to Assistant Trade Commissioner J. R. McKey, San Juan, Porto Rico, wide inquiries made by his office fail to develop any information indicating the use of tight wooden barrels in Porto Rico. If any are required in this market the demand must be met by the use of barrels which have come into the island filled with petroleum and other products.

Slack Barrels for Porto Rico Tobacco

Slack barrels are used for the shipment from the island of leaf tobacco and certain vegetables, and for the shipment of quicklime within the island. There seems to be no other notable use of such barrels here.

In the past the bulk of Porto Rican tobacco leaf shipped from the island (practically all of it goes to the mainland of the United States) was packed in barrels, each containing 150 pounds net. These shooks come knocked down, the bulk from the Gulf Coast of the United States.

Customs statistics do not classify these imports separately, and it has been impossible to get anything like exact figures on the extent of the trade. However, estimates by tobacco people are to the effect that the demand has ranged between 80,000 and 150,000 barrels per annum. One of the best authorities interviewed places the figures at 110,000 to 150,000.

Burlap Bags as Substitutes for Wooden Barrels

A year or two ago an American corporation, one of the biggest shippers of Porto Rican tobacco, discontinued the use of barrels, and is shipping its leaf in bales wrapped in burlap with a lining of waterproofed paper. Another large corporation soon followed in adopting this practice. As this corporation has recently amalgamated with a third, the use of burlap is expected to prevail in the new concern.

It is estimated that between 40,000 and 50,000 tobacco barrels have been sold here for use in shipping this year's crop, and that there remains on hand sufficient of the crop to require about that many more if it should all be shipped in barrels. There are hopes for the early sale of this remaining stock of tobacco, but if satisfactory prices are not offered it will be held over until next year, or longer. There are in stock here a considerable number of shooks; probably not enough to take care of the remaining tobacco, but to supply the demand pending the arrival of new stock.

Demand for Wooden Barrels for 1928

In view of the increasing use of burlap, one of the two firms doing a large business in barrels expresses the belief that 1928 will see a demand for not more than 20,000 barrels; the other firm places the maximum at 30,000.

Specifications for Tobacco Barrels

The barrels handled by one house are of red gum 30-inch staves, heads of 23⅝-inch diameter, have head liners, and eight full wooden hoops, each made of two 4-foot 8-inch lengths. The demand is for a barrel having at least six hoops. Those having eight are ordered because of the frequent breakage or loss of hoops. If an 8-hoop barrel loses one or two hoops, they are not replaced.

Barrels handled by another house approximated the standard type used in Cuba, measuring 27 inches between chamfers, with heads of 24-inch, and six hoops, two together at each end of the barrel and two spaced at intervals between.

Prices for Barrels C. I. F. Ports

A firm engaged in selling supplies to tobacco growers and in buying and shipping tobacco states that last year it bought about 30,000 barrels from one of the agents, at a cost, c. i. f. San Juan, at $1 per barrel, selling them to the shippers at $1.05 each. The present price (September 8, 1927) c. i. f. San Juan, for complete materials for a barrel, nails, and staples included, is $1.15.

Most transactions in these shooks are at 30 days sight.

Steamship companies affording freight service between Gulf ports and Porto Rico are:

Lykes Bros. Steamship Co., Inc. (Lake Charles, Beaumont, Houston and Galveston.)

Mobile, Miami & Gulf Steamship Co. (Lake Charles, Mobile and Gulfport.)

Lone Star Line (Galveston, Beaumont and Orange.)

There are now two representatives in Porto Rico of American manufacturers of shooks for tobacco barrels.

Vegetable Shipments in Wooden Barrels

During the last shipping season wooden barrels were used for the shipment to the mainland of 1,688 packages of dasheens, 648 packages of pumpkins and 118 packages of watermelons. There were also shipped 450 packages of ginger root, of which probably about half were barrels and the remainder bags. Second hand cement barrels are used for shipping dasheens, pumpkins and ginger root; new tobacco barrels are used for watermelons.

The shipment of vegetables to the winter markets in the North is still an infant industry, but one which gives a great promise of growth.

Lime Industry a Promising Market for Barrels

Lime constitutes a rather important industry in Porto Rico, and one which affords a possible market for wooden containers. So far locally hydrated lime has not been able to compete with that from the mainland for construction purposes. The local production is largely of quicklime, for use in the sugar industry of the island. Limestone is found generally throughout the island, and there is a number of small, poorly equipped plants for crushing and treating the stone. The largest and best equipped plant is located on Hicacos Islet, at Fajardo. This plant ships out about 2,000 tons of quicklime per annum, supplying all of the larger sugar centrales excepting one (Guanica) which has its own lime plant.

Steel Barrels Competing With Wooden Barrels

We are advised that the difficulty in making a paying proposition of the Fajardo plant has been shipping containers. For years the concern used empty oil barrels, purchased in San Juan. It required approximately five barrels to hold a ton of lime selling for $32. The purchase price of the barrels, their transportation to the plant, cleaning and scraping them and putting them in condition for use, brought the price up to $8 or $9 for the five barrels needed for each ton of lime. Customers were allowed $1 each for the return of barrels in good condition. They always made claim for the return of the full number shipped to them, but the number actually returning to the plant in serviceable condition generally showed a large loss.

These difficulties forced the plant to adopt a new package. In recent years they have been using metal barrels or drums which they import from the mainland knocked down. The body of the barrel is a plain, thin sheet of iron. Two machines are used, one riveting together two opposite edges of each sheet, forming the body of the barrel, and another for riveting in the heads. One head of each barrel has a circular opening large enough to permit the barrel to be filled and emptied. Provision for closing this aperture is in the form of a separate sheet of metal. A container holding about 50 gallons is preferred.

This concern also produces considerable quantities of pulverized limestone, used for the treatment of acid conditions of soil. However, as yet containers have not been of importance in this product, most of which has been sold in bulk for use in the northeastern part of the island, where the soil is generally acid.

Will Do Business in Arkansas

The Williams Cooperage Co., with headquarters at Gideon, Mo., has taken out a charter to transact business in Arkansas.

Watertite Barrel Covers for Fish Barrels

For the past three years the New England Fisheries have been using a special watertite cover on all shipments of mackerel, and other fish which because of their nature, must be floated during transit.

Sweet Potato Yield Exceeds Expectations

Yields of sweet potatoes are running substantially above expectations in nearly all important States and the crop is estimated at 93,600,000 bushels by the United States Department of Agriculture in its November 1st report. This is an increase of about 6,000,000 bushels over the forecast of a month ago and an increase of 10,000,000 bushels over the crop harvested last year.

The following table shows the estimated production in the various States compared with the output of last year:

	Estimated Production 1927 Bushels	Production 1926 Bushels
New Jersey	1,890,000	2,465,000
Pennsylvania	130,000	110,000
Ohio	399,000	315,000
Indiana	336,000	330,000
Illinois	1,030,000	1,430,000
Iowa	258,000	309,000
Missouri	1,344,000	1,120,000
Kansas	360,000	516,000
Delaware	960,000	1,251,000
Maryland	1,728,000	1,815,000
Virginia	5,670,000	5,375,000
West Virginia	345,000	330,000
North Carolina	9,718,000	7,560,000
South Carolina	5,700,000	4,160,000
Georgia	9,280,000	9,460,000
Florida	2,484,000	2,800,000
Kentucky	1,488,000	2,040,000
Tennessee	4,692,000	5,535,000
Alabama	7,154,000	6,500,000
Mississippi	7,840,000	6,240,000
Arkansas	5,452,000	4,212,000
Louisiana	9,310,000	7,110,000
Oklahoma	2,650,000	2,520,000
Texas	11,970,000	8,556,000
New Mexico	102,000	135,000
Arizona	120,000	300,000
California	1,200,000	1,164,000
United States	93,610,000	83,658,000

Large Kraut Yield Looked for in Western New York

The manufacturing of sauerkraut in central and western New York is now in the height of the season, according to the *Fruit Products Journal*, and the plants at Phelps, Geneva, Waterloo, Hall, Gorham, Shortsville and Junis are now working at full capacity. With more than 30,000 acres growing in that vicinity and the yield running from fifteen to twenty-five tons per acre, kraut companies and shippers look forward to a busy time disposing of the season's crop.

Cabbage is said to be cheaper this year than ever before. A good price at present is $6 a ton, with prospects that it will go lower.

A unique feature of the kraut industry this year is that kraut juice, heretofore considered waste, is in big demand and is being shipped out of kraut factories in carload lots. Its medicinal value and conditioning properties are just beginning to be appreciated by the general public. In Chicago hotels it is being served by the glass instead of fruit juice. Colleges are said to be buying it in quantities as a regular diet for athletes.

In practically all the desired minerals cabbage ranks very high, as do all leafy vegetables. It seems that these elements are all preserved in the kraut, unless the juice is drained away or it is cooked or soaked in water.

Substantial Results From Government Trade Promotion Service

American business was the gainer by approximately half a billion dollars during the last fiscal year as a result of the trade promotive services of the Bureau of Foreign and Domestic Commerce, it is estimated by Dr. Julius Klein, Director, in his annual report made public November 21st. The estimate is based upon actual returns from a wide range of commercial and industrial enterprises.

This substantial addition to the credit side of the American business ledger includes not only actual orders secured by manufacturers, agriculturists, and exporters through the assistance of the bureau's foreign and domestic branches, but also specific losses which were avoided because of action taken in behalf of American exporters or information furnished to them.

That the American businessman is taking advantage in an increasing degree of the assistance offered him by the government in the way of foreign trade helps is evidenced by the progressively increasing number of trade-promotion services rendered by the bureau. During the last fiscal year, the total number of these commercial services reached two and a half million, a figure nearly 25 per cent. greater than that of the previous year, and five times that of 1922.

United States Exports to Latin America Steadily Increasing

With five billion dollars of American investments in Latin America, with a network of new steamship and cable communications, with a well directed trade promotion campaign on the part of American exporters, and, especially, with the fundamental asset of the Panama Canal, our trade, according to the National Foreign Trade Council, with the twenty countries of Latin America has not merely held its own since the war but is steadily increasing from year to year at the expense of our competitors. In spite of a widespread belief that we are "slipping" in Latin America, the figures show that we are selling the twenty republics south of us a hundred million dollars' worth of goods a year more than England, Germany and France combined and that practically one-fifth of our entire export trade now finds a market between the Rio Grande and Cape Horn.

The United States is now the first supplier of goods to every country in Latin America except Paraguay and more than two-thirds or $600,000,000 of our exports southward are the finished products of American manufacturers.

For the whole of Latin America, including Central America and the West Indies, we have increased our share in the imports of these twenty republics between 1913 and 1925 from one of about 25 per cent. to one of 37½ per cent. And for Central America alone our share as a supplier has grown from one of 40 per cent. to one of over 66 per cent. during the same period.

On the other hand, our chief competitors —England, Germany and France—have seen their proportion of Latin America's imports as a whole decrease from more than one of 50 per cent. in 1913 to one of 33 per cent. in 1925. We are supplying Latin America with substantially more goods than our three competitors put together, the figures being $914,000,000 as against $804,000,000 for the latest comparative tables, those of 1925, while in Central America alone they supplied in 1925 but 16 per cent. of the imports against over 66 per cent.

Lumber Association to Make Study of Tank Industry

Promotion of the use of lumber in building tanks and vats has been started by Homer K. Sackett, of the Central Division of the National Lumber Trade Extension Campaign.

The tank and vat industry uses some 150,000,000 board feet per year, but there is keen competition with steel, copper and concrete. An engineering survey is being made first, and questionnaires have been sent out to 100 manufacturers of tanks and vats.

Mr. Sackett, who has recently joined the staff of the Central Division as a consulting engineer, has had several years' experience in milling operations and by-product plants and has operated dry kilns and timber-testing plants. He has also had much experience in timber preservation and was president of the American Wood Preservers' Association in 1923.

Naval Stores Operators Buy Timber Tract

Announcement has been made of the purchase of a tract of timberland in Lowndes County, Georgia, near Valdosta, by W. M. Gibbons, of Hastings, Fla., from Blanton & Davis. This tract contains several thousand acres of virgin timber that has not been turpentined. It is understood that Mr. Gibbons will commence at once to prepare the tract for naval stores operations. The consideration is said to have been about $50,000. Adjoining the Gibbons tract is about 4,900 acres that have been procured by Shelton Brothers on lease for naval stores exploitation. The privileges are said to have brought $50,000. These two transactions constitute the largest timberland transactions in south Georgia for some time.

The Meaning of the Term "Rank" as Applied to Stave Timber

In a recent issue of *The American Lumberman* appeared the following query and answer as to the meaning of "Rank" in the purchase of timber suitable for staves:

"In quoting us a price for some timber suitable for staves, a party in Missouri offered a price 'per rank.' We have never known this term to be used in lumber or timber buying and would like to know if you can give us some information as to what is meant by the term."—Inquiry No. 2,043.

"[This inquiry comes from an Indiana manufacturer of wood products. As will be inferred from the foregoing, the term rank has reference to quantity, that is, it is a form of measurement something like the cord. Cooperage bolts are usually measured by stacked contents. The length of the bolts sawed from the tree correspond to the required length of the finished product plus a margin for trimming, or they must be a multiple of this length to avoid waste. Customary lengths of bolts for tight cooperage run from 19 inches to 38 inches. In cooperage it is the common custom to stack 36-inch stave bolts in ranks 4x11 feet for a cord, giving 132 cubic feet, or approximately a standard cord. Green hardwood shrinks in seasoning, decreasing from 9 to 14 per cent. in volume. Contractors sometimes stipulate an extra height of 3 to 4 inches on the stack or rank to offset this loss. Where extra allowance for shrinkage is required it must be specified by contract unless generally accepted in the locality.

"A cord of wood as ordinarily defined is 8 feet long, 4 feet wide and 4 feet high, containing 128 cubic feet of space. However, in the sale of slab-wood and stove-wood the term cord is applied to piles that are 8 feet long, 4 feet high and of the width of the stove-wood length, or 18 to 24 inches. This kind of a cord is sometimes called a short cord. In the North the term rank was also applied to the short cord, or really to a half cord. In the South it is always spoken of as 128 feet, or a full cord."—EDITOR.]

Make Application to Reduce Rates on Staves and Lumber Products

The Gulf Coast Lines and the International-Great Northern, subsidiaries of the Missouri Pacific, and the Atchison, Topeka & Santa Fe have joined in filing a petition with the railroad commission for establishment of reduced carload rates on logs, rough lumber, lath, stave bolts and rough staves when for manufacturing purposes. These roads desire to establish a scale of rates which will provide a minimum rate of 3 cents a hundred pounds for distances of 25 miles and less, gradually increasing until it reaches a maximum of 8 cents for distances of 230 miles and over 200 miles. These rates are to apply from points on the Santa Fe not more than 230 miles from Houston, and from points on the Gulf Coast Lines, International-Great Northern and Texas and New Orleans railroads not more than 125 miles from Houston.

The commission set the application for hearing on Tuesday, December 13th.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

REBUILT STAVE and HEADING MACHINERY
Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.
ROCHESTER BARREL MACHINE WORKS, Manufacturers of "Greenwood" Stave and Heading Machinery, Rochester, N. Y.

REBUILT STAVE SAWS
Complete with shaft and head to fit Gerlach machines. Ask for details and bargain price on sizes you can use.
5—26″x 53″
3—20″x 42″
1—16″x 35″
2—15″x 28″ Bilge
1—20″x 42″ Machine complete
THE GERLACH COMPANY
1708 Columbus Rd. Cleveland, Ohio

FOR SALE NOW
Two 60″ Greenwood heading Jointers.
Two sets knives for each machine.
Two Bartlett hogs for grinding shavings from jointer; intake 12″, discharge 6″.
One 50″ Allington & Curtis slow speed fan, vertical discharge 16″x 18″, inset 22″.
One No. 60 Allington & Curtis Blower, case and wheel only.
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Page
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... I. B. C.
Oram Co., The John S., Cleveland, Ohio 14-15

BARREL HEATERS

Colwell Cooperage Co., New York, N. Y. 5
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... I. B. C.
Hynson Company, The, St. Louis, Mo. ..... I. B. C.
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Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. F. C.
Weimar Engineering Works, Philadelphia, Pa. 3

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Hynson Company, The, St. Louis, Mo. ..... I. B. C.
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 25
Stanley Co., The Geo. W., Belleville, Ill. 26
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 13

PAIL AND TUB MACHINERY

Gerlach Co., The, Cleveland, Ohio ..... I. F. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. F. C.

SECOND-HAND BARRELS

Page
Heidt & Son, C., Jersey City, N. J. 25
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 25

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y. 5
Greif Bros. Cooperage Co., Cleveland, Ohio 3
Heidt & Son., C., Jersey City, N. J. 25
Jacobs Cooperage, K. W., Milwaukee, Wis. 24
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Mancuso Cooperage Co., Kenner, La. 25
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa. 25
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Skuse's Cooperage, Rochester, N. Y. 24
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Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y 13
Wineman, Jr., Henry, Detroit, Mich. 16

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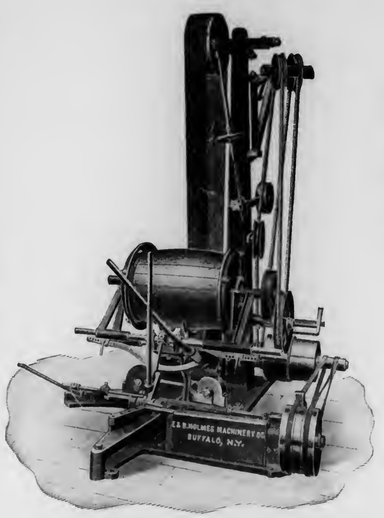

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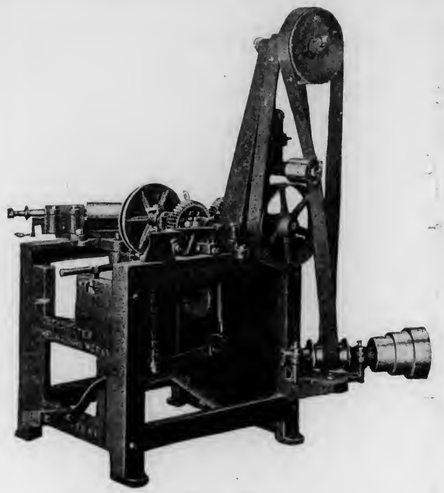

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2 Oram Hoop Drivers (1 with extra long arms)
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All Work Guaranteed *Write Us for Prices*

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UNIVERSAL Vacuum DRYER

Universal Vacuum Dryer Co.,
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Gentlemen:
We find we get uniform drying condition on all lumber in center as well as on ends.
Yours very truly,
ANGELINA HARDWOOD COMPANY,
Ewing, Texas.

Universal Vacuum Dryer Co., November 17, 1927
Kansas City, Mo.
Gentlemen:
With reference to the hardwood kiln you have converted to your type for us. We have now made the first pull from this, getting four trucks of oak in 144 hours drying time, the stock containing around 20% moisture when put in the kiln; but we believe that with proper operation of the kiln and by stocking our lumber in future as you recommend that we can cut this drying time down to five days instead of six.
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TEMPLE LUMBER COMPANY,
H. G. Temple

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Dry Kiln Engineers and Manufacturers
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COOPERAGE SUPPLIES

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HOOPS
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BARRELS
CASKS
KEGS

Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks

Cars Straight, Matched or Mixed

CLEVELAND, OHIO

A BETTER DEMAND AND MORE PROFIT THE OUTLOOK FOR COOPERAGE TRADE DURING 1928

President Nash Believes 1928 Will Bring Increased Demand

MEMPHIS, TENN., January 6, 1928.
Editor, THE JOURNAL:

The year just closed was one in which conditions arose in the cooperage industry that severely tried the souls of those engaged in it. During the first half of the year the stave, heading and hoop manufacturers throughout the great Southwestern producing section suffered severely from the flood waters of the Mississippi and its several tributaries. While in many instances the direct losses on account of material being over-flowed, carried away, and in other cases degraded was great, yet by far the greater loss was the indirect one brought about by the flooding of timber areas and the consequent impossibility of operating in anything like a steady manner during the greater part of the period mentioned.

With the commencement of the second half of the year, conditions for producing cooperage material became much improved. The demand for our product lessened to some extent during the last few months of the year, brought about undoubtedly by two reasons, the somewhat lessened consumption and the usual endeavor of the buyer to enter the New Year with light inventories.

However, the year 1927 has gone into history and we have now passed the threshhold of the new-born 1928, and while, of course, we should not forget our experiences of the past, we should concentrate our efforts and energies on the year which lies before us.

It seems to me that we may expect good business. I base this statement on the fact that those engaged in other industries that are using the barrel as a container for their product, express themselves in many instances in a most positive manner as to the outlook in their particular lines; stating that they are expecting and planning for a much larger volume of business.

Yours very truly,
T. J. NASH, *President*
The Associated Cooperage Industries of America.

Consumption is Catching Up With Production

ST. LOUIS, MISSOURI, December 20, 1927.
Editor, THE JOURNAL:

With regard to trade conditions with us, would say that although orders are not as plentiful as they might be, still we have no room for complaint. It seems to us that consumption is catching up quite well with production and a healthier tone is reflected in the general trend of business. We are inclined to this view because a number of the large consumers are placing their orders for deliveries throughout a considerable period of time, realizing that material is available at prices representing little or no profit, which condition, of course, cannot exist very long. We believe this condition is general in the slack cooperage industry.

Manufacturers are undoubtedly producing at as low a cost basis as is possible, and in view of the fact that stock on hand appears to be a little lighter we look for a more favorable and healthier market in the very near future.

Thanking you for the sentiments you express and wishing you in return a very Merry Christmas and a Happy and Prosperous New Year, we are

Sincerely yours,
THE GIDEON-ANDERSON COMPANY,
C. F. Buchele.

Prosperity of Cooperage Industry During 1928 is in the Hands of Its Members

MEMPHIS, TENN., December 23, 1927.
Editor, THE JOURNAL:

There are in the present situation in the cooperage industry some encouraging elements and some depressing facts which will not let themselves be ignored. Business has been picking up for a month or more. The consumption of cooperage shows some improvement, and unless all signs fail, the first quarter of 1928 will in general business be a better period than the last quarter of 1927. So much for encouragement.

No one in the business denies that we are overplanted, or that our normal production will more than take care of normal consumption, or that our potential capacity production will in a period of sixty days, if in full operation, create a surplus of stock, which it will take months to get rid of. That we are losing business in some lines and making in others, but losing somewhat in aggregate consumption of cooperage, everyone agrees.

These seem to be the facts in the cooperage situation, and whether or not we are to make money or lose it, depends upon our analysis of the situation and upon whether or not we act intelligently in accordance with the facts.

If every producer will keep his production in line with the consumption, and keep his log stock in proper relation to the demand for cooperage, and will not so burden himself with stocks of staves and logs that he is forced to unload at prices less than cost, we shall be able to operate during 1928 with some profit. On the other hand, if we all make all of the cooperage stock we can possibly make, regardless of whether it is selling and moving or not, we shall all reach the overloading point at about the same time, and that will mean that our losses in unloading and during the balance of the year will wipe out any possible profit made before that time.

So, the kind of year we are to have in the cooperage business depends entirely upon the industry itself.

Yours very truly,
POWELL COOPERAGE COMPANY,
E. A. Powell, *President*.

1928 Will be an Interesting Year for Cooperage Trade

FORT WAYNE, IND., January 4, 1928.
Editor, THE JOURNAL:

We find a good deal of satisfaction in looking back over 1927 although it had its usual allotment of grief such as floods, the glorious cut-throat competition, and low prices.

The coopers evidently have had a good year. Accounts have been cleaned up very well in comparison to other years.

Prices of hoops, staves, and heading dropped to such a level during the last three months of the year that there can be but one reaction, and that upward, if the manufacturers are to remain in business. Conditions have been such that as far as we can learn the stocks at the mills are small with the real demand yet to come.

1928 we look forward to with a good deal of expectation. The bugaboo of the Presidential Year we feel has become a thing of the past. Whatever may come this year, at least we think it will be interesting. Play ball.

With best wishes to the JOURNAL for a Happy and Prosperous New Year,

Cordially yours,
W. K. NOBLE.

Coiled Elm Hoop Outlook Difficult to Forecast

MOUND CITY, ILL., December 22, 1927.
Editor, THE JOURNAL:

As far as coiled hoops are concerned, will say the current year, 1927, will undoubtedly show less hoops made than in any previous year in the history of that branch of the cooperage industry. Moreover, during the latter half of the year 1927, hoops have sold at less profit than in any year previous.

With less hoops used each year, it is indeed hard to forecast what the New Year will or may bring forth for the manufacturers of coiled hoops.

Wishing for the valued JOURNAL every success it richly deserves for the coming New Year,

Yours truly,
O. L. BARTLETT.

Every One in Cooperage Trade Should Boost the Wooden Barrel During 1928

DETROIT, MICH., January 3, 1928.
Editor, THE JOURNAL:

There is no question about the cooperage business having lost a good many of its patrons, due to the substitute containers, and consequently no one need have any fear of any very great shortage of cooperage stock in 1928. There will be no extraordinary demand that will make a real high, active market. We believe that business will be steady and, we hope, at prices that will enable the manufacturers to make their much deserved profit.

We also think that each and every one of us in the cooperage business should do what we can to promote the use of barrels in the absence of any definite program from our association. There are many ways that we, individually, can help to boost the barrel. We must create our own opportunities and keep the barrel before the eyes and minds of the public. If not, our competitors will be glad to step in.

Wishing the JOURNAL the best of success in 1928, we are

Very truly yours,
HENRY WINEMAN, JR.
Frank M. Scherer, *Gen. Manager.*

Cooperage Industry as Well Off as Many Others, and the Future Looks Bright

NEW YORK, December 22, 1927.

As we approach the time when it will be necessary to write "1928" instead of "1927" and take inventory of what 1927 has done for us, we can see that we have been treated very much the same this year as we have during previous years. At times business was good and profits fair; at other times the reverse has applied and applied with a vengeance. On the whole, it is quite likely that those of us who are interested in the cooperage business will break somewhat ahead of the game. But, of course, nothing like the experiences that we had when hoops were selling for $80, heading for 25 cents and staves for $25. Someone has said that, "misery likes company" and if we can get any satisfaction from this statement, we will find upon investigation that the cooperage business is no different than most lines of business. Everybody made money during the war and no legitimate business concern has made any amount of money since. Wages, salaries, freight rates and everything that one wants to buy is high and by the time all expenses are paid there is very little left for the business man and, as has been said, this applies not only to the cooperage business, but practically every other line.

When everybody wants to sell, there is a feeling on the part of the purchasers that someone will be even more anxious to sell and quote a better price than any received, so under such conditions there is a tendency to defer buying or buy only for immediate requirements. This condition prevails in the cooperage business at the present time and talk as we will about the possibility of bad weather during the winter reducing the supply, as long as the anxiety to sell exists there will be no change in the attitude of the buyers.

The prospect of the future is not depressing because there is very little stock on hand at the consuming end. The land will produce crops either large or small, surely, and barrels will be required to move these crops. Furthermore, as soon as we get in a position where we are unable to give the buyer just "what he wants when he wants it" there will be a change in the market that will show a profit on the business just the same as those changes in the market have produced profits in the past. Therefore, we can enjoy the holiday season because we are as well off as most people in other lines of business and our future is as bright as the future of many other lines

Yours very truly,
C. M. VAN AKEN COOPERAGE CO.,
C. M. Van Aken, *President.*

Pendulum Swinging Back to Profitable Business

DECHERD, TENN., January 4, 1928.
Editor, THE JOURNAL:

The first half of 1927 gave promise of being a very good cooperage year, but immediately after the turn of the second quarter prices began to slip which gave rise to the "hand-to-mouth" purchasing of consumers. Added to this ultra-conservative purchasing was the failure of the apple crop, bringing chaos to an already disorganized market. This, naturally, is a bad state of affairs from the fact that neither the manufacturer, middleman nor consumer can safely forecast the immediate future. The close of the year saw prices that were actually below the cost of production.

The first three days of 1928 saw the pendulum start on its return swing, which we believe will rapidly gain momentum, as the market has been set for some time for an upward trend. The market today has a much steadier tone than it had only ten days ago, and we believe that we can safely predict that, within the next forty-five to sixty days, prices will have reached that point which will mean the difference between a loss and a profit to the manufacturers. This is no idle speculation but is based on the volume of business booked since January 1, 1928.

Yours very truly,
C. E. MURRAY

Anticipate Far Better Business During 1928

LAKE VILLAGE, ARK., January 3, 1928.
Editor, THE JOURNAL:

The prospects for 1928 look very bright to us and we are anticipating a far better year than 1927 and expect to keep our plant in continuous operation in order that we may care for our trade promptly.

Cordially yours,
J. M. PEEL & BROTHER

Mild Weather Holds Back Canadian Lumbering Operations—General Business Conditions Prosperous

TRENTON, ONT., December 22, 1927.
Editor, THE JOURNAL:

Up to the present time, practically no lumbering operations have been started by the cooperage manufacturers in Canada, owing to the exceptionally mild weather. As usual, most millmen figure on getting their logs cut and skidded before the New Year, to be ready to start hauling around January first, which will mean that the logging season will be cut short.

There are plenty of hoops of all lengths in the hands of the Canadian mills to more than carry the demand until the 1928 cut is ready for the market, and the same applies to different grades of apple barrel stock.

Number 1 30-inch Elm and No. 1 Basswood Heading, are cleaned up, resulting in the prices on these two lines being firm.

The sugar and flour barrel business is about normal, and the commodity barrel business, owing to the prosperous condition of Canadian industries, is strong.

Yours very truly,
TRENTON COOPERAGE MILLS, LTD.,
W. A. Fraser.

There is Only One Change Possible for Cooperage Trade and That is for the Better

JACKSON, TENN., January 2, 1928.
Editor, THE JOURNAL:

In reviewing the tight cooperage situation at the present, it reminds me of two Irishmen during Cleveland's administration. In discussing business conditions, one of them said things were looking up. To which his friend replied that it had to look up, as it was flat on its back. That seems to be the condition of the stave and heading business at the present.

From long experience, it has been my observation that when the market gets down to the cost of production it has reached its limit; hence I believe that with a reasonable demand, prices should have an upward tendency.

The year just past has not been a profitable one. The first half was fair, but during the latter half of the year things slumped to a point where practically all the profit was absorbed.

It is to be hoped that staves and heading manufacturers have profited by their experience during the latter part of 1927, to the extent that they will endeavor to curtail production during the spring and early summer. The weatherman will take care of production between now and spring, hence I look for very little production during the next three months.

With best wishes for a Happy and Prosperous New Year to the JOURNAL,

Sincerely yours,
HARLAN-MORRIS MFG. CO.
Mack Morris, *President and Gen. Manager.*

Everything Looks Good for the Cooperage Trade During 1928

ST. LOUIS, MO., January 4, 1928.
Editor, THE JOURNAL:

Things look good to us for 1928. All of the lumber predictions we see are good. Our lumber sales are extremely good for this time of the year and general business, from all that we can read in the daily papers, seems very good.

Lightning doesn't often strike twice in the same place, so we are optimistic enough to believe that this year will produce a good apple crop in all of the apple-growing sections. Growers with whom we are acquainted used baskets last year, to their sorrow, and we predict that there will be more apple barrels used this year than in any year for the past several.

Therefore, we are taking advantage of every opportunity to get a flying start as it is our intention to make 1928 the biggest year in our history.

With best wishes to the JOURNAL, we are,

Very truly yours,
THE VAIL-DONALDSON COMPANY,
J. W. Donaldson, *Sec.-Treasurer.*

Improvement in General Industry Will Benefit Cooperage Trade

ST. LOUIS, MO., December 27, 1927.
Editor, THE JOURNAL:

Concerning the trade situation and outlook for the New Year, would advise that while gains over last year were recorded by some industries, many lines of business experienced more than the usual seasonal decline in trade activities. This was probably influenced in an unusual degree by weather conditions, etc., which had the effect of limiting distribution of fall and winter merchandise, also of preventing the expansion in trade that is ordinarily experienced during these seasons of the year.

Reports from manufacturers and wholesalers in the chief centers, during the past months indicated a lagging tendency and disposition to purchase with caution, which, of course, affected the cooperage trade, as the extent to which wooden barrels are used depends entirely upon the requirements of different industries for the packing and shipping of their products.

However, there is apparently no particular manifestation of uneasiness as to any special slump in commercial activity, other than the usual seasonal slowing down that follows the holidays and this feeling of confidence in business stability and continuance of natural and reasonable distribution and consumption finds expression in the large orders placed with some of the important industries for spring and summer deliveries.

Reciprocating the JOURNAL'S wishes for a Happy and Prosperous New Year,

Yours very truly,
C. G. HIRT,
Secretary and Manager,
The Associated Cooperage Industries of America.

Walker L. Wellford Making Plans for Good Business in 1928

MEMPHIS, TENN., December 17, 1927.
Editor, THE JOURNAL:

As to our idea as to what we may expect in 1928, this is the most difficult proposition that has ever been put up to us to solve in many a day. Going by the usual average it should be an excellent year and even then it could hardly offset 1927. This has been one of the worst years I have ever experienced. I do not believe I have ever seen the volume and prices as low during the whole year.

Those who have run full have done so at the expense of their profit and those who have not run have naturally lost their overhead. It is hard to say which is the worse off.

I am usually optimistic and we are making our plans to take care of a good business in 1928.

Very truly yours,
CHICKASAW WOOD PRODUCTS CO.,
Walker L. Wellford, *President.*

Look for Better Business to Continue During 1928

PORTSMOUTH, VA., December 22, 1927.
Editor, THE JOURNAL:

Business with us last year has been very good, at least it has been an improvement over 1926. We are hoping that this improvement will continue through next year. We have quite some orders booked for 1928.

Yours very truly,
PORTSMOUTH COTTON OIL REFINING CORP.,
J. L. Schmich, *Supt., Cooperage Dept.*

1927 the Best Year in Last Five Years —Future Looks Excellent

FORT WAYNE, IND., January 4, 1928.
Editor, THE JOURNAL:

We are glad to be able to write you we have had one of the best years in 1927 that we have had in five years.

We have preached the doctrine of Rebuilt Machinery vigorously during 1927 with good response, although we have sold some machines "as is" as taken from operation. We have been most careful in our representations and for both reasons we feel we have the best satisfied customers to be had.

As we not only rebuild machines but also build machines new, we have a fine shop equipment and therefore can meet whatever problem may arise in rebuilding and meet it economically.

We have men who have been with us varying from ten to twenty years. The man who gives the machine outbound the last inspection has been with us twenty-nine of our thirty-three years in business. Experience can not be discounted.

The cooperage trade in their expansion, replacements, and adaptations of machines to the various changing conditions have been especially generous in their patronage. We appreciate this very much and will as we have in the past strive to give them only real dependability at a handsome saving.

We look forward to 1928 with pleasant expectations. We know we will have more friends when the year has passed. If we can help in disposing of any of the first class machines which any of the readers of THE JOURNAL may have, we will be only too glad to do so.

Cordially yours,
NOBLE MACHINE CO.
W. Kenneth Noble

Reasonable to Expect Improvement in Cooperage Industry

ST. LOUIS, MO., January 3, 1928.
Editor, THE JOURNAL:

The present status of the cooperage trade is, of course, well known to all factors engaged therein.

Following a somewhat protracted period of price readjustment with its inevitable effect upon the producing field, the immutable law of nature that "all things change" is bound to operate. We can, therefore, look forward with hopefulness to a change in the situation, which, based upon past experience, is not far distant. It seems to be the general opinion that basically the general outlook is favorable, and as the recession of the cooperage industry has been a decided one, it is reasonable to expect that there will be a like improvement experienced by our industry.

Yours very truly,
KRAFFT COOPERAGE COMPANY
V. W. Krafft.

Modern Business Methods Proving Profitable to Ferriday Hoop Co.

FERRIDAY, LOUISIANA, December 20, 1927.
Editor, THE JOURNAL:

Business, generally, is fair with us. We are operating steady as usual and will continue right along in this manner. All length hoops move good with us at fair prices with exception of 6 ft. hoops and they have been going rather slow for some time. Lower prices would move these 6 ft. hoops fast, but by slow selling of this length we have about kept the stock even and secured prices that net us a reasonable profit.

By doing considerable direct selling we have secured a good number of fine customers and we are looking forward to much better movements shortly. This slow market I believe is good for the trade, at least I know it is for us. It seems to cause us to look around for more business, advertise more and take a keener interest in the manufacture, and when business generally does pick up we are prepared to profit by it. Such periods as this I believe will discourage the manufacturer who insists on price cutting to move stock regardless of profit. Such periods as this bring the mill operator back to earth, causing him to use his pencil more freely and to apply himself more to his work, thereby manufacturing better stock, and in my opinion this is vitally necessary at all times, but much neglected during good times.

Yours very truly,
THE FERRIDAY HOOP CO.,
F. G. Ormsby.

THE NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

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M. E. DOANE
EDITOR

J. A. MURPHY
BUSINESS MANAGER

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will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

CORRESPONDENCE

The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Greetings

A Happy and Prosperous New Year to One and All

And may health, wealth,

Good fellowship and happiness,

Coupled with a tranquil mind,

Abide with all throughout the year—

Such is our wish for 1928.

1928 Promises an Excellent Business Year so far as Volume Sales and Profits are Concerned

NOT very often do predictions as to prospects for a business year experience such a reversal of form as they have for the year 1928. Scarcely three months have gone by since there was a very noticeable effort on the part of manufacturers in many sections of the country to paint a picture of gloom for the coming year. And the pessimistic opinions were not held entirely by manufacturers, for bankers, industrialists, economists and leaders in politics had an uneasy feeling that 1928 would not be any too generous in its bestowal of prosperous business conditions.

The popular discussions among the average business men of the country during November and December of the year just ended, were business conditions then existing and what the New Year had in store, and it was the general idea that business was sick, and while there might be some slight improvement possible, nevertheless, there would be a long period of convalescence. The statements of Secretary of Commerce Hoover, who, with his usual keen perception could pierce the clouds of gloomy speculations and note the brightness of the future, were scouted by many as coming from a man who desired to uphold the Administration and his political party, and who had the presidential bee buzzing in his bonnet.

However, the crossing of the line which separated the year 1927 from 1928 has effected an entire change in the thought processes of American business men. From almost every nook and corner of our country come reports of better conditions with prospects for a return of prosperity for the year 1928. Those who in the late months of 1927 could see nothing but depression have removed their smoked glasses and have discovered that the sun is shining and that, with necessary adjustments in the operations of their business, there is every probability of profit during the first six months of the new year at least, and a great possibility for increased profit for the last half of the year. The bugaboo of Presidential year dullness has been thrown in the discard to lie with many other out-of-date and obsolete business practices and theories, and the general consensus of opinion today in manufacturing and commercial America is that 1928 will see business advancing and progressing toward another record year, so far as volume and profits are concerned.

According to Andrew W. Mellon, Secretary of the Treasury, certain factors which exercised a deterrent influence in 1927 will disappear in the coming year. One of these factors, the decline in the automobile industry, with a resulting effect on the steel industry, was due to special causes such as a temporary curtailment of output in automobile production. The normal expansion of these major industries, which may reasonably be expected from now on, and which has actually begun, is bound to have a favorable effect on business in 1928. Mr. Mellon, therefore, feels that a belief in continued progress during the year ahead of us is justified in every way.

The Guaranty Trust Company of New York, in its publication, the *Guaranty Survey*, states that while 1927 was characterized by a moderate recession in general activity from the record level of 1926, due to factors such as the persistence of low purchasing power in certain agricultural districts, and particularly the unsatisfactory crop returns received by several important farm groups, there, however, has been an adjustment in many of these factors, and much improvement in others, all of which will tend to quicken the tempo of business during the coming year.

The JOURNAL has always preached conservative optimism to the cooperage industry, never losing sight of the fact that our industry has many problems on the inside to solve and much to contend with from the outside in the form of substitute package competition. We will continue to preach this conservative optimism and predict at this writing a profitable year during 1928 for both stock manufacturer and barrel maker, provided the necessary adjustments are made in operating practices and a greater development and organization is effected in selling and advertising by each individual in the trade in the interests of their trade package. Manufacturers of cooperage stock and barrels have demonstrated beyond a question of doubt that they are well versed in production principles and know how to make a quality shipping package, but there is much ground for the contention that in selling and trade publicity the cooperage industry has allowed itself to retrogress; that in building up its production it has lost sight of the fact that considerable progress has been made in competing industries in selling and advertising; that manufacturers of substitute containers, whether of wood, metal, or fibre, have come to a full realization of the value of selling and publicity, and have organized to extend their markets in consuming industries, many of which industries are now or were wooden barrel users.

There are some who will disagree with us along this line, but we believe that the majority of manufacturers of cooperage and cooperage stock will recognize and admit the logic of the JOURNAL's stand. Cooperage manufacturers must not only sell the wooden barrel in the future, but they must also sell shipping container using industries the idea of using the wooden barrel and how to use it.

We recommend a careful reading and a thorough digesting of the trade reviews and forecast letters which appear in this issue of the JOURNAL. These letters express the thought of capable men in our industry, and contain much that is of value to every member of the cooperage trade. Especially do we call attention to the letter from Tom Powell of the Powell Cooperage Company, in one paragraph of which he says: "Whether or not we are to make money or lose it, depends upon our analysis of the situation, and upon whether or not we act intelligently in accordance with the facts"—and to the letter from Frank Scherer of Henry Wineman, Jr., of Detroit, wherein he states: "We also think that each and every one of us in the cooperage business should do what we can to promote the use of barrels in the absence of any definite program from our association. * * * We must create our own opportunities and keep the barrel before the eyes and minds of the public. If we do not, our competitors will be glad to step in."

Analysis of the cooperage industry in particular, and sales promotion and publicity for the wooden barrel, the two thoughts expressed by Mr. Powell and Mr. Scherer, are the real stepping-stones to profit and progress for the cooperage industry, and if our trade will make them a basis for its operations during the year that is before us, the profitable business and trade prosperity which the JOURNAL predicts will not only prevail for 1928 but for the future years as well. The cooperage industry is a great industry today, but it can and will extend and increase its greatness if each and every member will add to his manufacturing effectiveness more fully developed and intensive selling methods, and a comprehensive publicity campaign for the wooden barrel.

Thanks—and May the New Year be Especially Good to all our Cooperage Friends

The JOURNAL takes this opportunity to express its sincere appreciation of the many greetings it received from the cooperage trade for a full enjoyment of the Christmas Season, coupled with good wishes for a Prosperous 1928.

In reciprocating the greetings and good wishes for the JOURNAL's future prosperity, we extend our thanks for the coöperation and support which has come to the JOURNAL from members of our chosen field, the cooperage industry, during the year that has passed.

The JOURNAL will soon complete its forty-third year as the only publication that protects and promotes the interest of the wooden barrel to the exclusion of all other shipping containers. It has always believed and still believes that the wooden barrel is the superior shipping package, and that the cooperage industry is big enough and of sufficient greatness to have a publication devoted to its interests alone.

For the year 1928 the JOURNAL promises the same wholehearted and untiring support of the wooden barrel that has characterized it during the many years that have gone by since its foundation in Buffalo in 1885, and because of the singleness of its purpose and aims,—the advancement of the wooden barrel,—we are certain the coöperation which the JOURNAL has enjoyed in the past from its host of friends in the cooperage trade will continue and increase in the future.

WANTS IN COOPERAGE LINES

"White Pine," Care of THE NATIONAL COOPERS' JOURNAL, *Philadelphia, is in the market for white pine keg staves and heading.*

A firm in Buenos Aires, Argentina, desires to obtain the agency for American made wooden barrels, old and new. Address No. 28829, Care of Bureau of Foreign and Domestic Commerce, 20 South 15th Street, Philadelphia, Pa., or Washington, D. C.

Whitney Barrel Co., 117 Linwood Street, Somerville, Mass., is in the market for 1000 witch hazel barrels (hardwood and white oak), 1000 empty oil drums, 2000 galvanized iron pork barrels, 1000 black iron pork barrels. Also, for second hand sugar barrels, oil barrels, Crisco, and hardwood milk barrels.

Carloadings for 1927 Only 2.6% Below Total for 1926

Complete reports for the year show that 51,714,302 cars were loaded with revenue freight in 1927, according to statements made public here today by the car service division of the American Railway Association. This was a decrease of 1,384,517 cars, of 2.6 per cent. compared with 1926, but an increase of 490,150, or .9 per cent. compared with 1925.

Despite the decrease under 1926 in the volume, freight traffic in 1927 was handled by the railroads with greater expedition and by the use of fewer trains and locomotives, in proportion to the amount of traffic carried than ever before. Not only was the average daily movement per freight car the greatest, but due to improvements in locomotives and an increase in the capacity of freight cars, freight was transported with less delay and a heavier load was carried per train.

Loading of revenue freight exceeded 1,000,000 cars in twenty-eight weeks in 1927, the greatest number of such weeks on record. In 1926 twenty-seven such weeks were reported and twenty in 1925.

For the week ended on December 31, 1927, loading of revenue freight amounted to 679,600 cars.

The Front Cover

From the viewpoint of economy, appearance, protection and safety, a well made wooden barrel is the superior shipping package. It has no equal in the shipping container field.

The brightness, cleanliness, and all-around high standard of the wooden barrel is effectively shown in the illustration which appears on the front cover of this, the JOURNAL'S January Annual Number.

We are indebted for the illustration to Stephen Jerry and Company, Inc., Brooklyn, N. Y., manufacturers of "Jerrico" barrels.

Cause and Prevention of Damage to Cooperage Stock by Seed Worms

The Associated Cooperage Industries of America in Co-operation with U. S. Department of Agriculture Renders Cooperage Trade a Great Service in Combatting the Destructive Activities of Seed Worms

Once more has the value of associational working to the cooperage trade been clearly demonstrated by the results of tests made by the U. S. Department of Agriculture in co-operation with The Associated Cooperage Industries of America to determine the cause, and means to prevent as far as possible, the infection of cooperage stock by seed worms.

Considerable losses have been sustained by the cooperage industry in the past through seed worm infection and the service rendered the trade by the association in conjunction with the Department of Agriculture deserves the highest commendation.

Tests made of staves containing pinhole injury by the Department of Agriculture show that the infection is the work of what is known as the ambrosia beetle, an insect which attacks the freshly sawn or green staves, especially when such staves contain much sap. The sappy, moist condition of these staves enables the ambrosia beetle to cultivate a low form of fungus or plant life upon which it feeds

Kiln Drying of Staves Prevents Further Damage

Kiln drying of staves in ordinary commercial kilns will kill the borers already in the staves and prevent further damage. When dry kilns are not available, a method of loose piling of staves so as to facilitate rapid drying is advisable.

Information on damage caused by the infection by ambrosia beetles, as well as its prevention, has been made the subject of a Department of Agriculture Report (Forest Entomology Brief No. 50), and because of its value to the entire cooperage trade, the JOURNAL reprints this report in full as follows:

Character and Extent of Damage

"The principal damage to southern hardwoods is due primarily to attack by tiny wood-boring insects known as pinhole borers or ambrosia beetles, which make holes in the wood not much larger than the head of a pin. They bore holes or burrows in the wood for the purpose of rearing their young. The beetles are attracted to freshly cut trees, logs and lumber only when in a green or moist condition, because moisture is necessary for the growth of a so-called ambrosia fungus on the walls of the pinhole burrows on which the beetles and their young live. Therefore, any agency, or combination of them, which retards drying, such as leaving the green logs in moist, shaded places in the woods or placing freshly sawed lumber in close piles during the period of insect activity, will offer favorable conditions for insect attack. Under such conditions logs and lumber may be severely damaged and in a few weeks reduced in value nearly 50 per cent.

"Damage to infested logs and lumber can be checked, where practical, by submerging in water or saturating with a liberal solution of liquid orthodichlorobenzene.

"The most practical way of protecting green gum logs, and lumber, however, from insect injury is to make such slight changes in the methods of management in the woods, in the storing of logs in the mill yard or lumber yard, as is necessary to produce unfavorable conditions for these insects. Such procedure is necessary since these insects are active from February 15th to November 1st, causing the most serious damage during warm, damp days of the summer. Occasionally they will appear during mild days of an open winter.

Methods of Protecting Green Logs During the Period of Insect Activity

"*When prepared for floating*—(a) Peeling method—to be used during the spring and summer months while the sap is up (April 1 to August 15th):

(1) The cutting and peeling operations should be commenced as soon as the conditions of the swamps are favorable after the gum leaves are full grown.

(2) The logs should be peeled as soon as cut and their ends pulled apart to aid in rapid drying.

(3) The underbrush should be removed as the trees are felled, to admit sunlight.

(4) Logs not taken at once to the river bank should be removed from low, damp places until hauling is possible.

(5) Trees producing excessive shade on the river bank, where the logs are to be placed, should be removed.

(6) Cutting saplings or poles and placing them upon the bank to keep the gum logs from the ground, as is the common practice, will facilitate drying, and is also a good procedure to prevent insect damage.

The value of the above procedure lies in the facilities for rapid drying of the sapwood.

(b) Where not prepared by peeling—to be used during the summer and early fall months after the sap has started down and until the leaves turn (August 15th to October 15th):

(1) Fell trees and leave tops on until the foliage dries (this aids rapid seasoning by drawing the sap quickly to the top of the tree), then log tree in the usual way.

"*When not prepared for floating*—(a) Rapid utilization (February 15th to November 1st):

(1) Providing for as little delay as possible between the felling of the green timber and its utilization for lumber or submergence in water.

(2) Remove logs from the woods as soon as cut, and transport to a place of safety.

"*Protection of green logs during the period the insects are least active* (November 1st to February 15th).

(a) Logs felled from late fall to the early spring months should be removed from the woods before the first flight of the beetles in the spring and either utilized at once for lumber or submerged in water.

(b) Logs submerged in water for several months that must be removed during the summer should be sawed as soon as possible after being taken from the water.

(c) When not possible to provide a millpond in which to store logs until utilized for lumber or to saw them as soon as they arrive at the mill, and they must remain in the yard until sawed, the following procedure is recommended.

(1) Arrange a system of skids in mill yard so logs can be unloaded directly from cars or truck to skids.

(2) Do not pile logs more than two deep.

(3) Leave space between piles to allow logs to receive the maximum amount of sunlight and ventilation.

(4) As far as possible, avoid big stacks of logs in the yard waiting to be loaded on cars and taken to mill to be sawed.

"*Protection of green lumber.* Moist green lumber sawed during the summer months should be kiln-dried when possible; otherwise observe the following procedure.

(1) Rack lumber 7 to 10 days before piling during the summer.

(2) Cross-rack lumber during the spring and fall to aid rapid drying.

(3) Pile lumber with flue in center to aid rapid seasoning. (Care must be taken that it does not check by drying too fast.)

(4) Cut heavy dimension stuff, as far as possible, during the fall and winter months.

(5) End-pile lumber during the winter, if necessary, to hasten drying.

(6) Unless the trade requires it, avoid leaving bark on the edges of lumber sawed from green logs.

(7) Lumber yards located on flat, low, damp areas, where the water stands after heavy rains, should be drained by a system of trenches."

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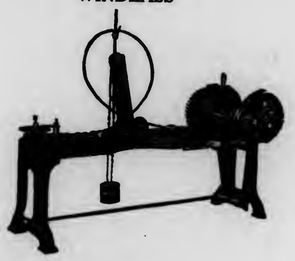

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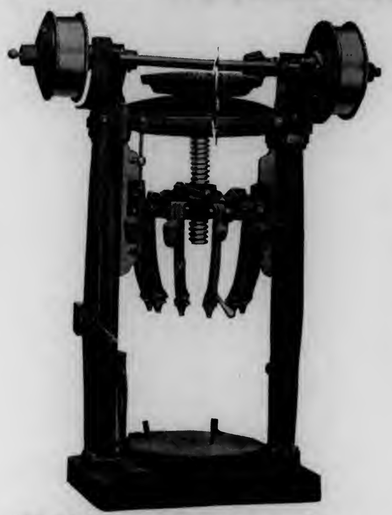

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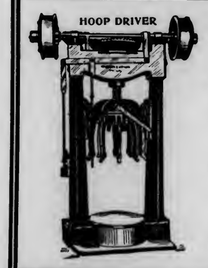

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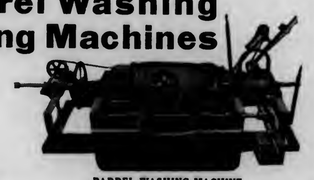
BARREL WASHING MACHINE

Freight Container Bureau Completes Survey of Slack Barrels for Glass Tableware

Information Obtained by Exhaustive Study of the Packing and Shipping of Glass Tableware Valuable to Both Cooperage and Glassware Industries—Tentative Specifications for Wooden Barrels Recommended for Consideration and Trial

Glass tableware is a fragile commodity and must be well packed in an efficient container to be transported with minimum breakage.

The value of the slack barrel as a container for glass tableware is directly dependent upon the care exercised in the selection and utilization of the materials of which the barrel is made.

The ability of a properly constructed barrel to carry glass tableware with minimum breakage further depends upon the proper arrangement of the ware in a sufficient amount of packing material effectively placed.

There may be small variations in the constructional details of the barrels and in the manner and order in which different kinds of glass tableware are packed, but there are certain well defined features in barrel construction and in packing which when duly considered and followed produce the best results.

The recommended specifications for slack barrels and inside packing of glass tableware contained in this article are based on experience and on practical information and data obtained during a survey made by the Freight Container Bureau which extended over a considerable period of time. A majority of the glass tableware manufacturers were visited and their methods of packing carefully observed. Receiving and unpacking rooms of representative consignees were visited, in many of which our engineer personally unpacked or watched the unpacking of the ware. Members of the cooperage industry were consulted on details of cooperage. Many examinations of shipments in transit were made at railroad stations and transfers.

The specifications are presented not as a finished product but *tentatively* for the *approval* or *constructive criticism* of all concerned. With the assistance of these criticisms and practical suggestions, uniform and efficient specifications for containers and packing methods will be developed which, it is hoped, will be approved and followed by everyone concerned.

Necessity for Properly Constructed Barrels and Careful Packing

The information obtained in the survey made by the Freight Container Bureau clearly showed and emphasized the necessity of (1) using properly constructed barrels, and (2) careful packing of the ware. It was also learned that there was an extensive variety of sizes of barrels being used, many of which could probably be eliminated with resulting economies both to the cooperage industry and to the glass tableware industry.

Strict attention should be directed to the following points in manufacturing slack barrels and in packing glass tableware.

Slack Barrels.—Staves, heading and hoops should be manufactured from sound timber, thoroughly seasoned and free from defects that materially lessen the strength of the part or interfere with proper nailing or construction, such as decay, cross grain, large knots and slanting shakes. Staves and heads should not be warped or split.

Hoops should be sufficiently strong, close fitting and should be driven on tightly. The strength where the ends are joined should be practically equal to that at other points. The number of hoops used on a barrel and the manner of fastening them should be such that the staves will not flatten out or telescope and thus destroy the effect of the arch construction, which is the essential feature that contributes largely to the strength of a barrel.

Size of Barrel Should be in Proportion to Weight of Contents

The size and strength of a container should be such that it will be in proportion to the weight it carries. A tierce or cask for its weight should afford as much protection to the contents as a barrel does for its weight.

Inside Packing.—Each article should first be wrapped individually in tissue or kraft paper and then be adequately protected by packing material such as hay, straw, or excelsior. This packing material should consist of long pliable shreds or stalks and should be clean and as free as possible from dirt, chaff, or coarse pieces. The material may be dampened slightly.

Each adjacent row of ware should be separated by packing material and the quantity of material between the ware and the sides of the barrel should be at least 1½" thick after compression. Each layer should be separated by at least as much packing material as is placed around the sides of the barrel.

The ware should not be packed so tightly that sudden shocks to the barrel will cause breakage. The packing material should afford resiliency without allowing the contents to shift.

A mat of packing material at least three inches in thickness after compression should be placed in the top and bottom of the barrel.

The packing should be performed in such a manner that the contents will not shake down or settle.

Properly Made Slack Barrels Efficient and Economic Shipping Packages

Slack barrels have been used by shippers of glass tableware for years. When properly made these containers are efficient and economical for this purpose.

The serviceability of slack barrels and whether they will fully protect and carry their contents intact to destination depends upon the following points:

1. The quality of the material used in making the barrels.
2. The condition of the material used, especially its moisture content.
3. The care and attention with which the barrel is constructed, stored and handled.

Sixty-six different sizes of Barrels Used by Glass Tableware Industry

Sizes of Barrels Being Used.—Not less than 66 different sizes of slack barrels are being used by shippers of glass tableware for domestic shipments. These sizes are listed in Table A which contains data collected from 34 different shippers. The diameters of the heads vary from 12" to 40", while the staves vary in length from 18" to 42". Most shippers recognize the 19⅛"x30" barrel as the standard.

One shipper used 19⅛"x30" barrels exclusively, another used seven different sizes, still others used a variety of sizes ranging from 9 to 18. Five shippers used two different sizes, six used three, seven used four, four used six, and two used eight.

Standardization of Barrels for Glass Tableware Would Effect Many Economies

There may be good reasons for such a pronounced range of sizes, but it would be reasonable to expect that a number of economies could be effected both in the cooperage and glass industries if a few of the predominant sizes were selected and made standard, eliminating all other sizes.

In line with this thought committees representing The American Association of Flint and Lime Glass Manufacturers and The Associated Cooperage Industries of America have expressed themselves as agreeable to any reasonable steps toward the standardization of sizes of barrels which may work for the mutual interests of the two industries.

The three sizes of barrels that are most representative of the wide range of sizes

TABLE A—NUMBER OF SHIPPERS USING VARIOUS SIZE BARRELS

Head Diameters (inches)	Stave Lengths (inches)											
	18	21	22	23	24	28	30	32	34	36	40	42
40											1	1
35½											1	1
35											1	
34									1		1	
32									1		3	
31											1	
30									3		4	
29½									1			1
29									1		1	
28									2	1	1	
26									6	1	1	
25									2			
24							9		7	2		
23½							1		1			
22							9					
21½					1		3		1			
21							5		2	1		
20½							3					
20¼							1					
20							3					
19½					1		14	1	5			
19⅜					1		18		1			
19							2					
18½					3		16					
18					1		2					
17½			1		2		6					
17¼							1					
17⅛				2	9	1	14					
17		1			7							
16½					1							
16¼					1							
16					1							
15					1							
14					5							
12	1											

now used by shippers of glass tableware are 17⅛" x 24", 19⅛" x 30", and 24" x 34".

Groupings of Wood for Slack Barrels

In Table B, the species of woods used in barrel construction have been classified into four groups. This grouping is the same as that published by the Forest Products Laboratory for boxes, except that it includes only those woods used in slack coperage. Generally speaking, the soft woods are in Groups I and II, while the dense and harder woods are in Groups III and IV.

TABLE B—GROUPING OF WOODS USED IN BARREL CONSTRUCTION

GROUP I.

Basswood	Jack Pine	Sugar Pine
Cottonwood	Lodgepole Pine	White Pine
Cypress	Norway Pine	Willow
	Yellow Poplar	

GROUP II.

Douglas Fir — Southern Yellow Pine — North Carolina Pine

GROUP III.

Black Ash	Sap Gum	Sycamore
Black Gum	Red Gum	White Elm
Maple (soft or silver)		Tupelo

GROUP IV.

Beech	Hackberry	Hickory
Birch	Maple (hard)	Oak
Rock Elm		White Ash

Defects in Staves and Headings That Are Objectionable

Experience has indicated that staves and heading containing knots and knot holes greater than ⅛ the width of the staves, or cants, and more than ¾" in diameter, should not be used. Other defects such as decay, slanting shakes, cross grain which runs out in less than ⅖ the length of the staves or in less than three feet in the length of a hoop are flaws which should cause the material to be rejected.

Staves for Glass Tableware Barrels

Staves should be manufactured evenly and circular, uniformly equalized throughout and be properly jointed. The purpose of the V shaped notch or croze cut in the ends of the staves is to assist in holding the head in place, therefore, it should be cut uniformly and not less than ⅛" deep with its center not more than 1" nor less than ¾" from the ends of the staves. The ends of the staves should be so bevelled that not less than ⅛" is left free from bevel. If less than ⅛" is left free from bevel, the ends will be too thin and break very easily.

Heading for Glass Tableware Barrels

Heading should be properly circled; a variation of not more than 1% between the largest and smallest diameter is allowable. Any greater variation will result in the heads being loosely held in place. They should be finished with a 90° bevel, the width on the face side of the head being equal to ½ T. The bevelled faces forming the 90° bevel must form a triangle with a line perpendicular to the face of the head. It is poor practice to use cants which are less than 3" in width.

The above dimensions for staves and heading conform to actual practices of reputable manufacturers.

Hoops for Glass Tableware Barrels

Three kinds of hoops are used on slack barrels for glass tableware, namely: (1) Wood; (2) Wire; and (3) Beaded Steel.

(1) Coiled Elm Hoops should have one edge thicker than the other to conform to the slant of the sides of the barrel. The thick edge of a hoop 5' 6" and longer should be 9/32" and the thin edge 5/32", and the width 1⅜" when finished and seasoned. Dimensions of hoops 5' 0" and shorter may be 4/16" x 2/16" x 1¼". Tests have shown that the joint is the weakest part of the hoop and that the strength of the joint depends primarily upon the number of fasteners used. The tensile strength of a joint made with three nails was 34% greater than one made with two nails. A four nail joint showed an increase of 25% in strength, over a joint made with three nails and an increase in strength of 67.5% over a joint made with two nails.

The efficiency of a joint will be increased by staggering the nails and keeping them away from the extreme ends of the hoop.

(2) Wire Hoops are of two kinds, namely, twisted splice and the electric butt weld joint. They should be made of cooperage grade steel wire, the ultimate tensile strength of which is between 50,000 and 75,000 pounds per square inch. Elongation in eight inches should be between 15% and 25%.

(3) Beaded Steel Hoops should be made from 21, 22, or 23 Birmingham gauge cooperage stock and may range in width from 1⅜" to 1⅝". These are the sizes generally used for slack barrels of this type and have been found to be satisfactory.

The standard joint is made with two six-pound coopers rivets (six pounds per 1000 rivets), 6 gauge 25/64" long, spaced one inch apart. The ends should overlap at least 2¼" and the rivets should be placed not less than ⅝" back from either end of the hoop.

Manufacture of Glass Tableware Barrels

Frequently, the barrels are made from stock that contains a higher moisture content than experience has shown produces the best results. Properly seasoned cooperage stock should not contain more than 12% moisture based on the weight of the wood after oven drying to a constant weight.

The use of improperly seasoned cooperage stock and the practice of wetting the ends of the staves so that crozing and chamfering may be done easily should not be permitted. These conditions cause the staves to shrink which results in a loose and weak container.

A barrel 19½" x 30", containing 6 dozen 7 inch berry dishes was received in poor condition. The hoops and staves were very loose, and the top head of the barrel could be removed 4¾" away from the vertical.

If an insufficient number of fasteners are used on barrels, less than 4 per circumference, the hoops frequently become loose and sag. This is especially true with wire hoops.

Loose, sagging hoops do not bear evenly on all staves and permit distortion of the barrel and loosening of the staves.

Preparing the Barrel for Packing

In assembling a barrel the cooper drives only one nail or fastener to keep each hoop in place and to hold the barrel together. It is therefore very important that the packer drive all hoops down carefully, except the two top head hoops and then drive sufficient nails or fasteners to keep each hoop securely in place.

The tightening of the hoops, and the inspection of the barrel for defects, should be done by the packer immediately before packing ware in the barrel.

Inside Packing of Glass Tableware of Prime Importance

The extreme fragile nature of many types of glass tableware and their inability to withstand any external shocks make the problem of inside packing of prime importance.

Paper Wrapping of the Ware.—To protect glass tableware against chipping and scratching it is the practice to wrap each piece separately in tissue paper or thin kraft paper.

The use of wet packing material seems to influence the formation of a coating on the ware. Upon investigation several individual shippers determined that the above coating which assumed a chalky white appearance could be prevented by using a non-stain kraft paper and dry packing material.

Materials Used in Inside Packing.—Hay, excelsior and straw are the materials most frequently used to protect glass tableware packed in slack barrels. From an analysis of the data collected during the survey conducted by the Freight Container Bureau, it was found that the ware in 60% of the 2,025 barrels examined was packed in hay. The data also showed that the per cent. breakage of the ware packed in hay was less than that packed in either excelsior or straw. The hay principally used was of the Western prairie species which is wiry and resilient. These qualities are desirable in any material used for cushioning, absorbing shocks and supporting such articles as glassware.

It was found that the ware in 30% of the barrels was packed in excelsior. Some shippers believe that a high grade of excelsior, such as wood wool, is the best material to use. Because of the cost, however, it is seldom used except for packing expensive, high grade ware. Wood wool is of fine, uniform texture, while the grade of excelsior used for packing common glass tableware is generally quite coarse and non-uniform in texture. Coarse excelsior is brittle and does not readily twist nor have much elasticity.

There is some question whether the carrying qualities of common excelsior justify the additional cost incurred, but there are other considerations such as the elimination of dust and dirt that make it popular with the consignee and with some shippers.

Although straw is used extensively as a packing medium by shippers of earthenware and chinaware, it was used in less than 4 per cent. of the barrels of glass tableware examined during the survey.

Amount and Arrangement of Packing Material.—The shippers that do the best packing and whose ware carries through to destination with the least amount of breakage use quantities of compressed packing material.

Except in the case of small rugged objects, flat ware and some tumblers, each article is separated from those next to it by sufficient packing material to keep the articles apart at all times. Each row and each layer is likewise well separated from those adjacent.

Extensive breakage will occur if an insufficient amount of packing material is used, or should the ware be packed too tightly, because shocks will be transmitted directly to the ware.

If sufficient packing material to protect the ware has been placed in the three inch space between the ware and the top head, it will be necessary for the packer to stand on the cants (head pieces) as he taps them into place and drives the chime hoop down tightly and nails it.

The packing material should afford resiliency without allowing a shifting of the contents.

Arrangement of the Ware in the Barrel

Common glass tableware to which this circular applies may be divided into the following classes: (1) Stemware, (2) Flatware, (3) Tapered Ware, and (4) Miscellaneous Ware. These will be discussed in order.

(1). *Stemware.* (Goblets, footed tumblers, vases, etc.). The fragile nature of stemware makes it necessary that each article be so protected that no part of it can come in contact with the side of the barrel or with adjacent pieces. Stemware, because of its shape, is easily and economically packed by the reverse or alternate method of packing, in rows in layers.

There are three important steps in the packing of stemware in slack barrels by the reversed or alternate method. In the first step the ware is wrapped in paper and reversed in a row.

The second step is placing packing material to separate the rows as well as the individual pieces. This is in accordance with the practice of the best packers.

In the third step a cushion of packing material is placed on top of the ware. This cushion should completely fill the space between the ware and the head and be at least 3" in thickness after it has been compressed. A similar amount of packing material should be placed in the bottom of the barrel to support the contents.

Sufficient packing material should be wadded in place between the ware and the staves to keep the ware at least 1½" away from the staves. The layers should also be separated by a cushion of packing material.

An excellent method of preparing stemware for packing in slack barrels is to first wrap each article separately in paper. The second step consists of winding the packing material completely around the ends and sides of each article and tucking the ends of the material into the body of the roll. This method of preparing the articles for shipment forms each into a well protected, compact unit.

The units are then packed reversed in the barrel in rows in layers. Additional packing material is also placed between adjacent layers and as usual in the top and bottom of the barrel.

(2). *Flatware* (Plates, saucers, shallow bowls, and other articles that nest readily). This class of ware is first wrapped individually in paper and usually packed on edge in rows in layers. The rows and layers are separated from each other by packing material.

For medium and small size plates the packing material is placed between them at intervals of every second or third plate in each row.

Large plates are packed flat in a pile in the center of the barrel, each being separated from those adjacent by packing material.

(3). *Taper Shaped Ware.* (Some tumblers, heavy stemware and bowls.) This ware differs from flatware only in the amount one article extends into another when nested. It nests readily and the method of packing is very similar to that discussed under the heading of flatware.

Most tumblers are usually wrapped and nested in rows and not separated by packing material, but it is essential that packing material be placed between the rows and layers.

Nested tumblers should not be forced together too tightly, as breakage is very apt to occur either at time of packing or when unpacking.

It is of the greatest importance to limit the length of the rows of nested tumblers so that sufficient space will be left between the ends of the rows and the sides of the barrel in which ample packing material can be placed to protect the ware adequately.

(4). *Miscellaneous and Assorted Ware.* The one general rule followed by all shippers when packing assorted ware and sets is to place the heavier pieces in the bottom of the barrel, and the lighter weight pieces in the top.

Lids accompanying covered articles are wrapped individually in paper and nested upside down in the mouth of the article to which they belong.

Barrels of glass tableware should not be tipped end over end nor stowed upside down. Disregard of this warning is apt to result in breakage, especially in barrels containing assorted ware, because the light weight and more fragile ware in the top cannot support the heavier ware when the barrel is upside down. There is no excuse for such handling

because shipping information is always placed on or near the top head.

Shipping Packed Barrels From Storage

Quite frequently packed barrels are stored before shipping. Storing of barrels usually results in the further drying out of the staves, which become loose and in turn allows the hoops to loosen. Furthermore, the contents of these barrels are likely to settle.

Shippers who realize the value of having their products adequately protected frequently repack the whole barrel before shipping if an appreciable amount of settling of the contents has taken place, for if this is not done a shifting of the contents occurs in transit many times causing excessive breakage.

Whether or not the barrels are repacked, the hoops should always be tightened before the barrels are shipped from storage.

Loading the Barrels in the Car

Although it is not the purpose of this circular to discuss in detail the proper method of stowing barrels of glassware in the car, it is advisable to mention certain practices which are not conducive to safe delivery of the shipment and which are apt to cause serious injury to workmen opening the car.

Many workmen who stow barrels of glassware in the cars do not appear to realize the importance of stowing the barrels tightly, in a proper and orderly manner and then bracing them securely.

It is just as important to have the containers well braced in the cars as it is to have the ware well packed in the containers.

Opening the Barrel. There is no general agreement between the shippers of glass tableware and the consignees as to the best method of removing the top head from the barrel.

The shippers specify that the nails shall be pulled from the chime hoop so that it may be loosened and the head removed.

The consignees claim that pulling the nails and loosening the top hoop require too much time, and often result in the hoops slipping off the barrel. Consequently at least 90% of the barrels are opened by tapping the cants of the head inward.

Observations indicate that an experienced man can carefully tap the cants loose from the croze of a well packed barrel without damaging the contents.

Types of Glass Tableware Breakage

Four characteristic types of breakage pertaining to glass tableware are crushing, snapping off, chipping, and breakage due to poor annealing.

Crushing is the most common type and generally occurs near the staves, but may occur in any part of the barrel if the ware is packed too tightly or if an insufficient amount of packing material has been used.

Handles and feet of tableware snap off readily when they are not adequately protected. This is especially true of stemware, the stem generally snapping just below the point of the thinnest stem diameter.

Quite frequently small pieces will chip out of the rims. Wrapping the articles individually in paper is good insurance against chipping.

Two types of breakage attributed to poor annealing are "explosion" and "ring off."

"Explosion" is peculiar to high grade ware. An article of glassware may suddenly break without any apparent cause, and when this occurs the breakage is termed "explosion." Sudden changes in temperature and improper annealing at time of manufacture contribute to this type of breakage.

Tentative Specifications Covering the Shipment of Glass Tableware in Slack Barrels

1. These specifications cover the manufacture and packing of slack barrels used for the shipment of glass tableware.

2. *Slack Barrel.* A barrel manufactured as a container for non-liquid commodities.

3. *Croze.* The V shaped groove near the ends of the staves for receiving the bevelled edge of the head.

4. *Cant.* One of the boards or parts used to make the head of the barrel.

5. *Glass Tableware.* Flint or lime glass, either pressed or blown, including ornamental tableware. High grade crystal ware is excepted.

6. *Coated Ware.* Ware on which any external coating has been applied.

7. (a) All material for staves, heading and hoops must be good sound lumber thoroughly seasoned so that it does not contain more than 12% moisture based on the weight of the wood after oven drying to a constant weight, free from defects that materially lessen the strength of any part, interfere with proper nailing or construction, or expose contents to damage.

(b) Decay, slanting shakes, cross grain which runs out in less than two-thirds the length of cants or staves, knot holes, unsound knots or knots greater than one-sixth the width of cants or staves and more than ¾" in diameter, are considered defects, and material in which they occur must be rejected.

8. (a) *Staves.* Staves must be cut not less in thickness than 5 staves to 1⅞". The average width must be not less than 4", the maximum width not more than 5½" and the minimum width not less than 2½" measured at the bilge. The bilge of staves must be ¾".

(b) The staves must be manufactured evenly and circular, uniformly equalized throughout and properly jointed. In the ends of staves there must be cut a V shaped notch or croze that is uniform and not less than ⅛" deep, the center of which must be not more than 1" nor less than ¾" from ends of staves.

(c) The ends of staves must be so bevelled that not less than ⅛" is free from bevel.

9. (a) *Heading.* The number of cants per head must be not more than 4 and no cant less than 3" wide must be used.

(b) The heads must be properly circled; a variation of not more than 1% between the largest and smallest diameter is allowable. They must be finished with a 90° bevel which on the face side must be not less in width than one-half the thickness of the head. The bevelled faces forming the 90° bevel must form a triangle with a line perpendicular to the face of the head.

(c) The heads must be not less than ½" thick for soft woods (Groups I and II) and 7/16" thick for hard woods (Groups III and IV).

10. (a) *Hoops.* Coiled elm hoops, steel wire hoops and beaded steel hoops must conform to the following respective requirements:

(b) *Coiled Elm Hoops* must be not less than 9/32" thick one edge, 5/32" thick other edge by 1⅜" wide when finished and properly seasoned. The ends of each hoop must be fastened together with at least 3 fasteners, staggered and securely clinched at least ⅛" on the inside.

(c) *Steel Wire Hoops* must be not less than 10 gauge (steel wire gauge). They may be of either the twisted splice joint or butt welded joint type.

(d) *Steel Hoops* must be not less in size than 1⅜" x 23 Birmingham gauge for bilge hoops and 1⅝" x 23 Birmingham gauge for head hoops. The ends of steel hoops must overlap not less than 2¼" and must be fastened together with not less than two 3/16" rivets spaced approximately 1" apart. If the beaded steel hoop is used the rolled edge is to be included in measuring the width of hoop.

(e) The number and the permissible combinations of hoops must be as follows:

To and including 17⅛" x 24" barrels—4 wood, or 2 wood and 2 wire, or 4 steel.

To and including 19½" x 30" barrels—6 wood, or 4 wood and 2 wire, or 4 steel.

Over 19½" x 30" barrels—8 wood, or 4 wood and 4 wire, or 6 steel.

Construction of Slack Barrels

11. (a) The containers must be made in such a manner as to produce a uniform product. The staves must be so arranged that containers will be of the proper contour and will have approximately the same bilge at every point in the circumference.

(b) Not less than four fasteners equally spaced must be used to secure each bilge hoop in place. If nails are used they must extend through the staves and be securely clinched on the inside.

(c) The heading must be inserted accurately into the croze, the head hoops applied and all fastened in place by cement coated nails driven through the head hoops and staves, extending at least 1" into the heading material. One nail must be so placed in each end of each cant of the head, except in each side cant where three nails equally spaced must be so placed.

(d) On barrels that have been stored all hoops must be retightened and securely fastened immediately before shipping.

Packing of Glass Tableware

12. (a) Each article of glassware must be wrapped individually in at least two thicknesses of tissue paper or its equivalent of other paper.

(b) Hay, excelsior, straw, or other equally effective material must be used for packing. It must be long and clean, free from excess moisture, chaff, dirt, chips, or other objectionable material. All packing material must be evenly distributed, firmly and closely compressed in place.

(c) Gold rimmed and coated ware must be packed in dry packing material only.

(d) At least 3" of compressed packing material must be placed at the bottom and top of the barrel.

(e) Each article must be separated from adjacent articles with sufficient packing material to keep them apart at all times, except in the case of nested tumblers or small plates.

(f) Every row must be separated from adjacent rows by at least ½" of compressed packing material.

(g) There must be at least 1" of compressed packing material between layers.

(h) The ware, and rows of nested tumblers especially, must be kept at least 1½" away from the sides of the container. In this space packing material must be well compressed.

Buffalo Cooperage Trade Normal for End of Year Period

The demand for flour barrels has been on a uniform basis during the past month, though a little slowing up is anticipated between now and the end of the year, because of the holiday season. Flour has been moving actively in the export trade for a number of weeks and local mills have been running lately at about two-thirds capacity. A good share of the business is said to be in the export line, while conditions in the domestic trade are reported rather quiet, as is customary at this time.

Prices on slack cooperage material have held steady lately, with nobody apparently having any large amount of stock pressing for sale. There is little buying on the part of either city or country coopers, as this is the normal quiet time, when everybody is getting ready to take inventory and naturally stocks are down to a minimum. Reports are received of a good deal of rainy weather in the South, particularly in Arkansas, and the timber operations are being curtailed.

Apples Bringing Good Prices in Buffalo Market

Apples have been bringing a good price in this market. Baldwin apples at wholesale here are $3.75 to $4.50 per barrel and Greenings $4.50 to $4.75. These prices look pretty high in comparison with those of prewar years and should give a good profit to the growers. Unfortunately not many of them have any great number of apples to sell. A good share of the crop is said to be finding a nearby market this year, instead of going for export or to distant cities in this country. This means a fair percentage of the return will go to the grower, instead of to the railroad company. The price is high enough to warrant the use of a large number of barrels.

With high prices prevailing for apples, as the result of a crop shortage, the manufacturers of cider and vinegar have been going outside the State in order to get their needs supplied. A good many apples have been coming from Virginia and West Virginia. The effect will be to make cider and vinegar prices higher than formerly.

Kraut Manufacturers Will Advertise Kraut Juice

The National Association of Kraut Packers held a session at the Hotel Statler on December 6th and made an annual summary of cabbage crop conditions and kraut prospects. A good deal of attention was paid to the subject of kraut juice and the annual appropriation of nearly $75,000 will be increased as soon as a campaign to market the juice is mapped out.

"Eat More Kraut" Should Mean "Use More Barrels"

Farmers have had a very unsatisfactory season with their cabbage this year and this vegetable is about the weakest of anything on the list. The storage supplies are about 20 per cent. higher than last year in New York State. Home-grown cabbage is wholesaling here at 25 to 30 cents per bushel. Perhaps with the development of the kraut and kraut juice industries a more stable market will develop which will make it more profitable for farmers to engage in cabbage growing on a more extensive basis. As it is, the raising of this vegetable is quite a gamble, as the market is very uncertain.

Among Buffalo Coopers

The Quaker City Cooperage Co. states that flour barrel demand is on a steady basis, with not much change from a month ago.

Alfred M. Little of the Niagara Cooperage Co., Lockport, spent the Christmas holiday with his brother, George W. Little, and other relatives in Buffalo.

Ernest Erzkus, who operates a second-hand barrel business at 625 Howard Street, has gone into the retail coal business as a member of the Erzkus Coal & Coke Co. A new coal yard has been opened by this company at 500 Babcock Street and Philadelphia & Reading anthracite, as well as other fuel, is being handled.

Stave Company Granted Charter

The Southern Stave & Lumber Co., Greenville, Miss., has been incorporated with a capital of $25,000.

Stave Mills Moved to New Timber Locations

T. T. Millard, one of the largest stave producers of the St. Joe, Ark., section, has moved his stave plants to Newton County where there is a plentiful supply of timber.

The plant of the Brooklyn Cooperage Co., Georgetown, S. C., was recently damaged by fire.

Liberty Tongued and Grooved Stave Machine

Something entirely new and different, is the claim made by the Liberty Machine Company, Liberty, Maine, in describing the Liberty Tongued and Grooved Stave machine.

Writing the JOURNAL about the merits of the new machine Henry N. Kent, superintendent of the Liberty Machine Company, has the following to say:

"Our machine is a radical departure from anything that has ever been built, inasmuch as it cuts the tongue and groove at the same time. It is of exceedingly simple design and has very few moving parts to require care and adjustment. It consists of a long narrow bed over which the staves are fed from a box magazine, by a chain with lags, spaced at intervals of 45 inches. After leaving the magazine the staves pass through an automatic centering device, and then between the two swinging cutter heads, which cut the tongue and groove on the same bilge that the stave is jointed, whether it be equalized or stationary. The arbors which carry these cutter heads are hung on over-size Timken tapered bearings, and are driven by leather beltings from a self-contained countershaft, on the rear of the machine. The machine comes equipped with a tight and loose pulley, and is adaptable to belting in any direction. All moving parts are equipped with Zerk high pressure lubricating fittings."

Dan A. Kivlen

In the death of Dan A. Kivlen of the Dallas Cooperage & Woodenware Co., which occurred November 30, 1927, the cooperage industry not only lost one of its sterling members but to each and every one of the trade, privileged to know Mr. Kivlen, came a sincere sense of actual loss when the news of his death reached them.

Dan A. Kivlen was the eldest son of Kearney J. Kivlen, the latter a pioneer cooper and the founder, in 1872, of the Dallas Cooperage & Woodenware Company, which he actively managed until 1907, when he retired in favor of Dan A. Kivlen, the latter remaining in active management of the company from that time until the beginning of his illness in September.

Dan A. Kivlen was well and favorably acquainted with all the cooperage fraternity. He was a member of the Dallas Athletic Club, Dallas, Texas, and of the Lambs Club of New York City. He is survived by his wife, Mrs. Myra Kivlen, a brother, John R. Kivlen, and three sisters, Mother St. Theresa, of the Ursuline Academy, Dallas, Texas, and Mrs. Nellie G. Bruce and Miss Anna M. Kivlen, all of Dallas, Texas.

The business of the Dallas Cooperage & Woodenware Company will be continued in the future under the management of John R. Kivlen, under whose able direction the continued success and prosperity of the company is more than assured.

Improved Conditions Would be Welcomed by Louisville Coopers

Inventory Period Has Effect on Demand for Barrels and Kegs—Overproduction of Stock Has Produced an Unstable Market

December business has been very quiet in the Louisville cooperage trade, there having been very light demand for tight barrels, kegs, or for slack barrels. Over production of tight cooperage material in the South has resulted in very weak markets for material. In the opinion of some members of the trade the best thing that could happen to the tight stock industry would be for producers to close down and let things ride until such time as supply and demand are in better balance.

There is some demand for three-, five-, and ten-gallon kegs, especially charred, but thirties and fifties have not been very active in any class of packages, as business is quiet with packers of food products. This is natural at the close of the year, because of the inventory periods.

Slack Barrel Demand Shows Increased Activity in Poultry Trade

There has been a little better demand for slack barrels over November and December from the poultry trade in packing dressed poultry moving to the New York and Eastern markets, but flour movement in wood has been quite light. Turkey movement from Kentucky to the East this year has not been as great as in former years, due to smaller production.

Louisville Cooperage Company Has Cut Down Production Operations

J. N. White, Louisville Cooperage Co., discussing business, said: "I've never seen the cooperage trade much duller than it has been over November and December. There just has not been anything doing. We have been running about one-third of capacity or less in the barrel and keg departments at Louisville. We have stopped production until spring at our eastern Kentucky material mills, but are running all of our Louisiana operations."

General Business Conditions Look Good for 1928

The outlook for spring is anybody's guess just now, as it is a long time to spring, and before there is prospect of any really active demand for packages. In business circles generally there is a spirit of optimism. Local conditions are good. Building operations are considerably ahead of last year, and bank clearings are also showing a very appreciable gain. Industrial and commercial houses are fairly busy, and labor is well employed for the season, although Federal reports show more unemployed labor in the State than for some time past, which of course is due in part to light coal mining and oil operations over the winter season.

Discussions in local business circles indicate a belief that business will be better after the turn of the year. For one thing it is believed that the Ford Motor Co. will be quite busy, and that it will improve business, through greater activity in steel and other lines. The Ford assembling plant at Louisville is gradually increasing operations.

Graham Stave & Heading Co. Suffers Fire Loss

In early December, the Jackson, Miss., finishing plant of the Graham Stave & Heading Co., an affiliated or subsidiary company of the Chess & Wymond Co., Louisville, suffered fire loss of around $80,000, when a blaze started in a dry kiln, destroying a large building, machinery and some kilns. Yard stocks and other buildings were saved. It was reported that the loss was covered by insurance. Machinery was ordered at once, and arrangements made to go right ahead with rebuilding.

No Change in Prices

There has been no change in the general price situation so far as packages are concerned. Prices in effect in midsummer are being maintained, although there is probably some shading being done, as material can be had at lower figures, due to general weakness in staves and heading because of over-production.

Milling in Transit Agreement by L. & N

Announcement was recently made by J. S. Thompson, manager of the Louisville office of the Southern Hardwood Traffic Association, relative to the Louisville & Nashville R. R., and Southern Railroad, having agreed to transit privilege on lumber and forest products, including staves and heading, from eastern Kentucky and Tennessee points, moving into Louisville for drying, milling, etc., and for reshipments to the Pacific coast territory. The association will hold its annual meeting at Louisville around January 10th to 15th, or a few days before the meeting of the parent organization at Memphis, on January 19th.

Large Medicinal Spirit Corporation in Process of Organization

The American Medicinal Spirits Corporation, Louisville and New York, representing a $15,000,000 merger of Kentucky, Ohio and Eastern distilling interests, of which R. E. Wathen, one of the largest of the Kentucky distillers, is to be president, is still in process of formation, and when completed will represent a big unit, that will be in position to go after contracts for making of medicinal whiskey at such a time as the Government finally decides what policy will be pursued as to future supplies. It may be a year or two years before there will be any new production. When it does come it is going to mean some business for the tight package interests here, or in whatever districts the actual distilling is done. This company represents some of the largest units in Kentucky and Ohio, including the former Kentucky Distilleries & Warehouse Co., which was the largest of them all.

Plans for Merging Railroads Proposed

Plans for the merger of the Louisiana Railway and Navigation Co. and the Louisiana and Arkansas Railroad are to be submitted to the Interstate Commerce Commission within the very near future. All details have been completed

The road will be operated under the name of the Louisiana and Arkansas Railroad if the consolidation is permitted.

The Louisiana Railway and Navigation Co., comprises 500 miles of track. It extends from McKinney and Greenville, Texas, through Shreveport and Alexandria to New Orleans. The Interstate Commerce Commission recently placed a value of $18,000,000 on the property. The Louisiana and Arkansas Railroad embraces 300 miles of track and is a valuable feeder from northern Louisiana and Arkansas to New Orleans. It was built twenty-eight years ago by the late William Edenborn.

H. C. Couch, president of the Arkansas Light and Power Co., is the dominant figure in the proposed consolidation. Associated with him are W. C. Ribenack, of the Stout Lumber Co., Little Rock, Arkansas; Rogers Caldwell, of Nashville; James P. Butler, president, Canal Bank and Trust Co., New Orleans; C. P. Couch, vice-president, Southern Ice and Utilities, Dallas; T. J. Gaughan, attorney, Camden, Ark.; C. S. McCain, president, National Park Bank, New York; Dean Mathey, of Dillon, Read & Co., New York; C. H. Moses of Little Rock, and others.

With the approval of the commission extensive improvements will be undertaken along the L. R. & N. These include the ballasting of the track and laying of heavier rails on the southern end. The L. R. & N. is completing a bridge across the Atchafalaya which will shorten the distance to New Orleans by seven miles.

Both roads are heavy carriers of hardwoods and other forest products.

Suspends Rate Increases

The Interstate Commerce Commission has suspended until July 15, 1928, the operation of certain schedules as published in supplements Nos. 12 and 13 to the Kansas City Southern Railway Co.'s tariff ICC No. 4,483.

The suspended schedules propose to increase 5 cents a hundred pounds the rates on lumber and related articles from stations on the Kansas City Southern Railway, and connecting lines in Arkansas and Oklahoma to East St. Louis, Ill., St. Louis, Mo., and other points in the St. Louis district.

Shipments of Louisiana Vegetables Will Exceed All Records

More Than Three Thousand Cars of Produce Forwarded in 1927—Prediction is That 1928 Will Be Another Record Breaker—Renewed Life in Sugar Industry

Louisiana now ranks fifth among the vegetable producing States, and at the rate at which she is now progressing it will not be long before she takes the first place. During the year 1926 the shipments of mixed vegetables from this State, up to December 17th, amounted to 2,773 cars, while the shipments for the year 1927, up to December 17th, amounted to 3,116 cars, breaking all previous records. From the area already planted and that now being planted it is confidently predicted that shipments for the year 1928 will reach a figure never dreamed of before.

Vegetable Growing in Louisiana Covers Many Thousand Acres

The growth of the vegetable industry has been general throughout all southern Louisiana, and is especially marked in that part of the State around New Orleans. Below the city, on both sides of the river, there are great areas of flourishing crops, and on the eastern bank of the river the railroad is making special provisions for handling the shipments, and at the new shipping station of Linwood a shipment of at least three hundred cars, between now and spring, is anticipated. On the west bank of the river, in the region where the Buras Orange Growers' Association is making sensational shipments of Louisiana fruit, the country is not by any means all given over to orange trees, for the vegetable crop is of equal or of greater importance. In the parishes north of the city, where strawberries have been the main crop, the berry area has been increased, but the vegetables, at first added as a side line, have also increased in importance, and in the coming season will equal or exceed the berry crop in value. The region that was devastated by the flood last spring was replanted in vegetables, the seeds being furnished by the Red Cross, and is now very much like one great market garden.

Grading and Marketing of Produce Has Progressed

While the quantity of vegetables grown has increased the quality of the products has been improved, and the rules of grading and the processes of marketing have become better understood, so that where Louisiana vegetables were once sold at a ruinous discount they now sell at a premium, and the men who know how are getting a proper return for their labor and knowledge.

Vegetable shipments reached their lowest ebb last summer, and began to increase in the early fall, growing larger and larger as the season advanced. This increase in shipments has been greatly retarded by several cold snaps, but there have been no freezes, or destructive frosts to injure the crops, just enough cold to retard the growth and postpone the rush of harvesting. This is as it should be, for prices on the northern markets are best after the holidays.

Produce Barrel Trade Constantly Getting Better

The trade in produce barrels has kept pace with the increase in produce shipments. For a time, if there had been no demand for other barrels, the produce trade would have scarcely justified keeping the shops open, but this business has gradually improved, is now good and is constantly getting better. The crop, in all human probability, will be very large, and large numbers of packages will be required in shipping them. Many of these packages will be barrels, but the number of barrels used will depend wholly on the ability of the coopers to meet the competition of substitute packages, and the prospects are that they will at least hold their own. The coopers are hustling for their share of the business, though it must be confessed that the box and crate people are the better advertisers, and spend more money in propaganda for their product than coopers do in making known the merits of the good reliable wooden barrel.

Country Cooper Shops Flourishing

The greatest improvement in the cooperage business is seen in the country shops, where the barrels are made close to the points where they are to be used. Men complain that while the cooperage business here in the city is improving, it is not picking up as fast as it should, but when you supply your customers from your branch shops you cannot expect them to also keep buying from your main shop in town. Regardless of where the shops are the business is in this immediate section, and the work is being done, which is the main thing.

Cane Once More the Leading Crop in the "Sugar Bowl"

Out in the "Sugar Bowl," where a few years ago many cane growers gave up in despair, plowed up many of their cane fields and took to produce growing, the cane crop has again become profitable and will once more be the leading crop, but the farmers have tasted the profits of the produce industry and will never go back to the single crop system. With the new varieties of cane larger crops can be grown on a smaller area, leaving land available for vegetables, while additional fields have been reclaimed and planted in produce.

Burbank Cooperage Company Enlarge Warehouse Facilities

The big shop of the Burbank Cooperage Co., Inc., extending from 618 to 630 Market Street, inclusive, is now taking care of the regular trade in used barrels, and is turning out a good many barrels and halves for the distillery trade, and also for syrups and molasses. With the increase of their business they have roofed over part of their premises which they had at first left vacant, and have found it necessary to lease a large warehouse at the corner of Market and Annunciation Streets, where they at present have some five thousand oil barrels awaiting shipment, which seems a good, large stock for men who are shipping out packages all the time. The vegetable barrel business in their big shop is not very good, for the simple reason that they supply their trade with these barrels from their active branch shop at Kenner, leaving their city shop free for other work.

Sugar Barrel Will Gain From New Life in Sugar Industry

Mr. Burbank says that his sugar barrel trade has been better this season than it has ever been before, and he believes that the sugar barrel is going to follow the sugar business back to prosperity.

This is an encouraging note. For a few years the sugar business was so nearly dead that the sugar barrel, once the chief support of the New Orleans shops, was practically forgotten, but as soon as the sugar business improved the sugar men remembered the best package, and the sugar barrel business improved at once.

Extended Sales Efforts in Interest of Sugar Barrel Will Prove Very Profitable

Sugar men say that this season's crop is proof that the sugar business is to regain its old prosperity, exceed it, and that the crop for the next season will be greater than it ever was in the good old times in the past. This is something that the cooperage men should bear in mind. It is useless for twenty firms to compete with each other in an effort to control a small business in this line, but now is the time for all men interested in barrels or in stock to get together and make a concentrated effort to capture the sugar trade and let the sugar men know that the wooden barrel is still the best package for sugar, and that the coopers are still in the field. If this is done there will be plenty of business for all the shops now operating in this section, and room for others.

Selling and Advertising Will Help Wooden Barrel in All Container Consuming Fields

In the oil package business the competition of the steel drum is very strong, but it does not by any means control the field. The oil man begins by telling the cooper that the wooden barrel for oil is a dead issue, but will end by giving the cooper an order for a good, large lot of barrels, the steel drum being only a threat; so, considering the talk about the steel drums, the oil barrel trade is surprisingly good.

The demand for molasses and syrup barrels has greatly improved, and is now the mainstay of some of the shops.

1927 Canadian Potato Crop Below That of 1926

The total potato crop is slightly less than last year amounting to 47,927,600 cwt., which is 92.5 per cent. of the five-year average. Ontario, Prairie Provinces and British Columbia show slight increase yields, while Quebec and the Maritime Provinces are lighter than a year ago. With the total yield approximately the same as last year, there should be approximately 39,000,000 cwt. of merchantable stock, and after deducting 4,500,000 cwt., the average quantity exported during the past two years, there is approximately 34,500,000 cwt. available for domestic distribution. With the average consumption placed at three cwt. per capita, requirements for food would be approximately 28,000,000 cwt. while seed requirements will amount to 4,000,000 to 4,500,000 cwt. The total carlot movement is estimated at 30,000 cars, which is about thirty-five per cent. of the total crop.

The quality of the crop is about average, although considerable shrinkage is expected to take place through the prevalence of blight in some sections of the eastern provinces. Wholesale prices on eastern markets have ranged from $1.35 to $1.86 per cwt., which is approximately 35 cents to 60 cents per cwt. less than last year. Firmer prices after the New Year depend partially upon the demand on the export markets and careful distribution by farmers and shippers who are holding approximately sixty per cent. of the crop on December 1st.

The total acreage planted to potatoes in Canada in 1927 amounted to 572,281 acres, as compared with 545,918 acres in 1926 and 579,600 acres the five-year average. This makes an increase of 26,363 acres for the current year compared with a year ago. The Maritime Provinces account for an increase of 20,339 acres, while the balance increase is reported from the Provinces of Quebec, Ontario and British Columbia. The greatest increase is shown in Prince Edward Island with 48,800 acres against 34,891 acres in 1926. The Prairie Provinces all show a decrease acreage.

Contrary to general expectations, the increased acreage has not turned out a corresponding increased yield, as the November 1st estimate places the total Canadian production at 47,927,600 cwt. as compared with 48,682,000 cwt. in 1926, and 51,790,400 the five-year average. This makes an increase of 2,000,000 cwt., over the October 1st forecast and a decrease of 754,400 cwt. from last year's production. Weather conditions during September caused the rapid development of blight in the Maritime Provinces and the Province of Quebec, resulting in a considerably reduced yield, but this has been offset to some extent by the larger acreage. The total crop for the Maritime Provinces is estimated at 11,302,000 cwt., as compared with 13,808,000 cwt. in 1926, and 10,661,000 cwt. in 1925. Some hollow heart has been reported from these Provinces. In Ontario the quality of the crop is reported as being good and practically free from blight except in some sections in the Eastern Counties. The crop is placed at 10,571,000 cwt. which is approximately 1,000,000 cwt. larger than either of the crops for the two previous years. Generally speaking, the Prairie Provinces have an average good quality crop, although slight field frost is reported from some sections. In British Columbia heavy rains towards the latter part of the season caused the potatoes to size up quickly and in some instances develop hollow heart. Otherwise the quality and condition of the crop is good. An increased crop of 325,000 cwt. over last year is reported.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

SECOND-HAND BARRELS WANTED

WANTED—One Glader Hoop Expander with gear adjustment, in good condition. Address MACON COOPERAGE COMPANY, P. O. Box 264, Macon, Ga.

WANTED—Single head 30-gallon Irish and Norwegian herring or mackerel barrels, carlots, present and future shipments. Quote price and quantity. MORRIS SOLOMON, 171 Morgan Ave., Brooklyn, N. Y.

WANTED—Lard, milk, malt and Crisco barrels. Address AMERICAN COOPERAGE CO., 11th and Fayette Sts., Baltimore, Md.

WANTED—1,000 witch hazel barrels (hardwood and white oak); 2,000 galvanized iron pork barrels; 1,000 black iron pork barrels; 1,000 empty oil drums. Also, we are in the market for second hand sugar barrels, oil barrels, Crisco, and hardwood milk barrels. What have you to offer? Address THE WHITNEY BARREL CO., 117 Linwood St., Somerville, Mass.

HELP WANTED

WANTED—Competent man to do grinding and millwright work in cooperage plant. State wages expected. Apply Millwright, care of "National Coopers' Journal," Philadelphia, Pa.

STOCK FOR SALE

FOR SALE—Two cars 36"x ¾" Ash staves, kiln dried and jointed, suitable for milk products. Address N. W. CALCUTT CO., Dyersburg, Tenn.

PLANTS FOR SALE

FOR SALE—A tight barrel machine cooperage shop. Address "Shop," care of "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—Going tight barrel stave business. Unlimited supply of gum and ash timber available. Located Eastern N. C. On A. C. L. R. R., also hard surfaced highway. For more information write P. O. Box 244, Warsaw, N. C.

FOR SALE—Complete mill for manufacturing slack barrel sawn staves, with three Whitney 20"x39" saws and extra drums. would sell in part. Address TREXLER COOPERAGE COMPANY, Allentown, Pa.

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COOPER desires steady work on slack barrels. Any location will be okay, but prefer the West. Can furnish references. Address "Cooper," care of "The National Coopers' Journal," Philadelphia, Pa.

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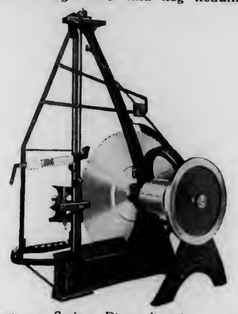

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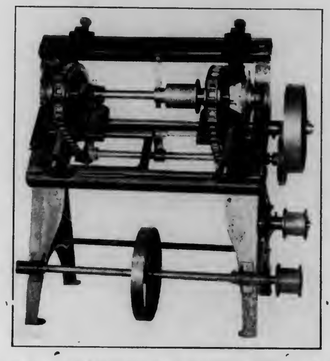

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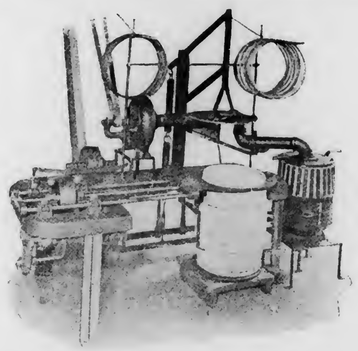

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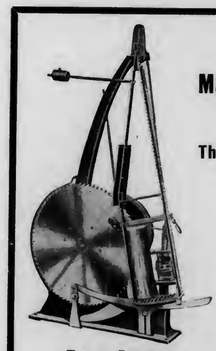

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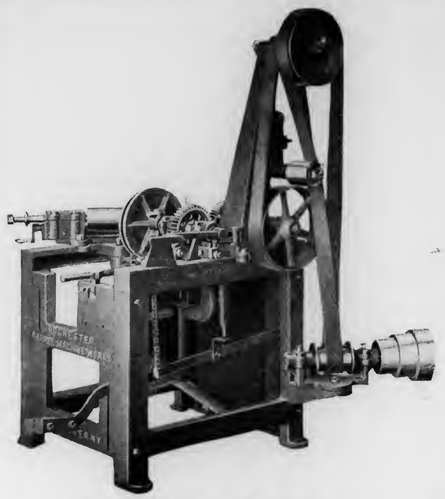

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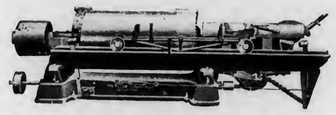

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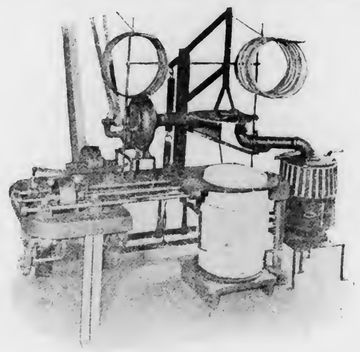

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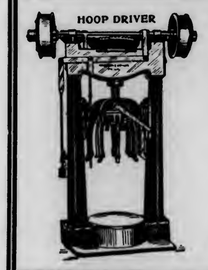

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Founded with the one and only aim of serving the cooperage industry exclusively, THE JOURNAL has devoted all its energy and efforts, year in and year out, to furthering the best interests of the wooden barrel; to broadcasting its merits and dependability as a shipping package and to increasing and extending its use and sale throughout all the shipping container using industries.

Specialized Service is what THE JOURNAL gives its trade and that is why it is of inestimable value to every cooperage and cooperage stock manufacturer. Its reading pages are cooperage from cover to cover and are the source of all information pertinent, not only to all those directly engaged in the cooperage industry, but to all who are interested in wooden barrels and wooden barrel stock for any purpose or in any quantity.

THE JOURNAL's Advertising Pages are the recognized buying guide for cooperage and cooperage stock, cooperage machinery, tools, equipment and supplies.

You, undoubtedly, want your full share of the better business and more profits which 1928 promises to the cooperage trade. JOURNAL Advertising will accomplish this very thing for you. It will take your sales talk directly to your buying public and in such a way as to win immediate attention with profitable results.

Increase your sales volume and profits during 1928 by the use of JOURNAL advertising.

There Is No Other Like It!

The National Coopers' Journal

PHILADELPHIA

The National Coopers' Journal

FORTY-THIRD YEAR | Philadelphia, February, 1928 | $2.00 PER YEAR VOL. XLIII, No. 10

Great Activity in New Orleans Produce Market

Wooden Barrels Loaded With Vegetables Block the Sidewalks of the French Market District—Early January Cold Snaps Did Very Little Damage

The New Year was ushered in by a cold snap so severe and disagreeable that the newspapers reported that many garden crops had been killed and that the gardeners had been forced to replant their fields. This may be true of some small areas, but in most cases the fields that were being replanted were those from which turnips or green onions had been harvested, making room for the planting of another crop. The gardeners say that the freeze delayed their work and caused them great inconvenience, but no serious loss. The freeze did actually nip the outer leaves of their mustard and other leafy crops, but did not harm the inner leaves and buds, and the crops which the reporters thought were entirely killed off were ready to be harvested ten days later. This delay was vexatious, but ruined nobody.

Produce Market a Scene of Intense Activity

The section around the French Market, where produce is packed for shipment, is now the scene of great activity, and in places the sidewalks are blocked by hundreds of barrels of turnips, carrots and green and fragrant onions, also barrels of mustard and other greens that in some way unknown to the city dweller, seem to have outlived the freeze. Due to the cool weather little ice is needed in this packing. The barrels being used are of good quality, apparently of M. R. Stock, and carry two heads. There are also a good many potatoes being shipped. Nobody, except perhaps the farmers themselves, seems to know when the right growing season for potatoes really comes in this State, for no matter when they grow they seem to be left in the ground to be dug up and shipped whenever the grower finds it most convenient, or when the market is right, so you are likely to see potato shipments going out on any day in the year.

Weather a Great Factor in Deciding Barrel Demand

The fortunes of the cooper, like those of the produce grower, seem to rise and fall with the fluctuations of the weather. When a cold wave strikes us the demand for produce barrels ceases, then after a few mild days the demand picks up and business flourishes, but slows down again when another cold snap comes. This is a rather trying situation, for the cooper may at any time have a large order cancelled, or doubled, as the case may be.

Southern Cooperage Company Always Prepared

The Southern Cooperage Co. meets this situation by having a large supply of stock always on hand and keeping at work regardless of any sudden falling off of orders. In this way they always have a large supply of made up barrels on hand, and can, without hurrying themselves, promptly fill any large orders that happen to come in.

Mr. Ernest W. Kokemor, for many years business manager of this concern, pays but little attention to slumps in business, but keeps right ahead, always confident that the future of the wooden barrel is all right.

New Company Getting Its Share of Business

The Heyd-Williams shop, No. 3039 Chartres Street, seems to be getting a fair share of whatever business in their line is stirring, for although the shop is a new one, just opened this season, the proprietors are veteran coopers. Mr. Heyd, who lately did business under the style of John Heyd, Incorporated, has been in the cooperage business from his earliest boyhood, while his associate, Mr. J. Williams, Jr., has had over twenty years' experience, having served a long apprenticeship under that veteran cooper, the late N. J. Long.

Demand for Used Barrels Keeps Moll Plant Busy

The John G. Moll Cooperage Co. seems to be working mostly on used barrels now; piling up barrels on dull days and shipping them out whenever the weather is favorable to buyers. They are also making some tight barrels for syrup and lard, and appear to always have a good demand for used tight barrels for some kind of tar paint.

Country Cooper Shops Must Keep Eye on Weather

What has been said about the shops here in the city is also true of the country shops. For a while they have a brisk demand, and then, due to unfavorable weather, the demand falls off, sinks to almost nothing, only to begin over again when the weather improves. The farmers will plan large shipments for a certain day and must have the barrels right on the dot, then an unexpected rain falls in the night, and the fields are too wet for produce harvesting, and the big barrel order must be held over until the weather is suitable. It takes some courage to operate a shop under such conditions, but it is what these veterans are used to.

Syrup Industry a Good Customer of the Cooper

There is now considerable demand for syrup barrels. It is not an uncommon thing to see a solid train of twenty or more tank cars filled with molasses on the refinery tracks, and a good part of this product goes into barrels, even if it is finally canned before it reaches the consumer.

Sugar Barrel Shows Signs of Renewed Life

Sometimes it would seem that the big refineries had entirely abandoned the use of the wooden sugar barrel, and then they will turn back again to the old reliable package. At this writing the refineries are using a good many barrels, in some cases buying of the coopers, and at other times making their barrels in their own shops. This business, as far as quantity used is concerned, is pretty good, but it is fluctuating and uncertain.

The Shrimp Has Not Altogether Disappeared

The shrimp industry in Louisiana was reported to be entirely destroyed by flood waters, but, strange to say, it is now in a very flourishing condition, and a good many barrels, made of No. 2 stock, are being used for shipments of fresh shrimp, while some large sized, high grade barrels are required for the shipment of dried shrimp.

Some oysters are being shipped in barrels, but this business is so small this season that it is hardly worth mentioning. A few barrels are being used for fish shipments, and the packing houses take many small lots of barrels for meat products. There is also a small trade in pickle and vinegar barrels.

Get Busy, Mr. Cooperage Man, This Shipment Should Have Been in Wooden Barrels

The Standard Oil Refinery at Baton Rouge, one of the largest plants of the kind in the world, lately made the largest single cargo shipments of asphalt in its history. This consisted of 54,000 drums of asphalt for some French port. Note that we say *drums*. The drum as a container for asphalt is open to several objections, for it is heavy, expensive and troublesome to

handle, so that it is not by any means established as the best package for this purpose. In an emergency almost any kind of a package will do for asphalt intended for use in this country, but when the product is shipped a long distance in the hold of a steamship it is very important that a good package be used. Experience has shown that the best and cheapest container for export asphalt is a slack wooden barrel, made of suitable timber, and with the staves tongued and grooved.

Entire Trade Must Co-operate to Promote Wooden Barrel

It is positively a crime to yield this large business to inferior and more expensive packages without a struggle. Before this trade is completely captured by the steel drum all who are interested in promoting tongue and grooving machinery, and all interested in the production of asphalt staves should take the matter up in earnest and show the big oil refining companies the merits of the light and comparatively cheap tongued and grooved wooden barrel.

Of course most of the big refineries have coopershops of their own, and only give occasional orders to the local coopers, so this opportunity is not up to the local coopers, but is a matter that concerns the stave men and the makers of tongued and grooved stave machinery as well.

Do Not Let This Opportunity in Sugar Industry Pass

Late autumn and early winter was once the busy season for the Louisiana coopers, for that was the cane grinding season, and there were rush orders for large quantities of sugar barrels. Sugar production fell off, then became a negligible quantity, and the once busy season became the dull season, when no produce barrels were being used, and the shops worked only on small miscellaneous orders. The sugar business has come back, and has apparently come to stay. In all human probability sugar production in the next grinding season will be very large. An earnest and concentrated effort should be made to restore the sugar barrel trade to its old state of prosperity, and then improve on that. The grinding season has for several years been the dull season for the coopers and the stock men. Get to work. Win back the sugar trade, and fill up this blank space in your year's work. It can be done, but the business will not come to you. You will have to go after it.

Sugar Consumption of the United States

The sugar consumption in continental United States for the year, 1927, according to *The Planter and Sugar Manufacturer*, was 5,297,050 long tons of refined sugar, compared with a consumption for the calendar year, 1926, of 5,671,335 long tons refined value, a decrease of 374,285 tons or 6.6 per cent.

Buffalo Barrel Demand Running Ahead of Last Month's Volume

The slack cooperage trade has begun the New Year in a hopeful spirit and has a fair amount of business to back up its faith that this will be a good year in the trade. Demand seems to be running somewhat ahead of a month ago. Local mills have been getting a pretty good volume of export business in recent weeks and are said to be operating more nearly to capacity than those of some other milling centers. There was not as much letdown around the holidays as in some years.

While the flour barrel coopers are not making complaint of the outlook, there is less satisfaction felt among the country coopers who depend upon apple barrel business for their livelihood. The mild weather that has prevailed to date this winter has swelled the buds on the apple trees and it is feared that much damage is likely to be done. Growers have been looking for a good apple yield this year, to offset the poor one of last year, but the mild weather has modified their views and made them feel much concern regarding the crop. Fruit experts are said to be contemplating the making of tests to see how much damage, if any, has been done to the buds.

New York to Have Apple Blossom Festival

An Apple Blossom Festival, similar to those the Californians have to advertise oranges, will be held at Medina, N. Y., this spring, probably in May, and much benefit to apple growers is hoped for. Back of the movement are the Medina Advertising Club and Western New York Apples, Inc. The latter organization defines its territory as covering Western New York and also Central New York as far East as Syracuse. As this section has the best flavored apples in the world, all that is needed is more people to buy them and this will be accomplished through up-to-date advertising.

Cider Mills Have Been Busy

Cider apples have been in good demand this winter and the mills are operating later than they often do. A large quantity of apples went to the cider mills, owing to the early closing of the evaporators and the small activity in the dried apple market.

Death of E. T. Glor

Edward T. Glor, who was in the cooperage business in this city about twenty-five years ago, died suddenly at his home in Indianapolis on January 4th. He and his wife had been out for an automobile ride and when he failed to return to the house from the garage his wife investigated and found his body there. It is believed that he had been overcome by fumes from the engine exhaust. He was the son of Peter Glor, a leading cooper of this city, and was associated with him in business. Mr. Glor, Sr., took in Frederick Gridley as a partner, the firm becoming Glor & Gridley. It was succeeded by Glor Bros., Edward and Frank. A large shop was maintained on Amherst Street for making slack barrels, mostly for the flour and glucose industries, and staves and heading were also manufactured. Later the shop was on Chandler Street and a branch shop was maintained at Niagara Falls.

Cooperage Shop Destroyed by Fire

The cooperage shop, dry kiln and cider mill of Earl R. Sheldon, Frewsburg, N. Y., was burned on January 3rd, with loss of $5,000, which is mostly covered by insurance. The building was of wood construction, a story and a half high and was a landmark, having been originally the property of S. W. White and built by him 44 years ago. The plant was bought by Mr. Sheldon from Edward Gossett last October. The dry kiln, containing stock ready for shipment, was destroyed, with machinery and equipment.

Cooper Becomes Interested in Coal Company

From the second hand barrel business to the coal business is quite a change of occupation, but Ernest Erzkus, who has long been in the former trade at 625 Howard Street, where he was quite successful, has opened one of the best equipped retail coal yards in the city, located at 500 New Babcock Street. He is handling Philadelphia & Reading anthracite, as well as soft coal and coke, and has a storage plant and delivery system that is of model type.

Busy on Flour Barrels

The Quaker City Cooperage Co. is putting in full time making flour barrels and reports business showing an increase recently.

Milling Company to Erect Grain Elevator

The Hecker-Jones-Jewell Milling Co. was awarded a building permit on January 18th, for a grain elevator to cost $950,000. The company will build a large flour mill here as soon as work on the elevator is well along.

Exports of Naval Stores Show Heavy Increases

Exports of rosin for the month of December, 1927, reached proportions beyond expectations. The total movement out of the country was 151,818 barrels of 500 pounds each, which was 42,049 barrels more than for December, 1926.

For the nine months, April to December, 1927, the total was 1,151,859 barrels, an increase over the same nine months for 1926 of 252,246 barrels, or nearly 30 per cent., and an increase in export approximately equal to the per cent. increase in production.

In turpentine there was a similar increase in exports, shipments showing an increase of 84,030 barrels or about 40 per cent.

Barrel Plant Damaged by Fire

The plant of the Jacobson Barrel Co., Milwaukee, Wis., was recently damaged by fire.

Inquiries for Barrels and Kegs Increasing in Louisville

Manufacturers Are More Optimistic as to Better Business—Agriculturists Expect Larger Crops for 1928—Wooden Barrel Will Benefit

The cooperage trade, like the lumber industry, for a good many years has been living on prospects, or optimism, always figuring a bright spot just around the corner, and that business would be better. Right now there is a certain amount of a fair grade of optimism in the cooperage industry.

Business Quiet But Inquiries for Future Are Increasing

Right now business is distressingly quiet. Inquiries are reported as fair, which is partly responsible for the optimism, but actual business, well that is something else.

There is one thing that can be safely said and that is that prices have continued steady and firm; the usual premium of 25 to 35 cents a package being asked in shipments of less than cars.

Cooperage Stock Market Could Stand Improvement

Cooperage material is offered at low prices at the present time. A good many mills are down, and others are principally bolting out staves from bolts in hand, and are running on a slow schedule. There isn't much demand for staves and heading, as consumption is light. This gives rise to the belief that producers may not start, and that labor may drift into other lines, and not be available later on, should there be a good demand for cooperage.

It is claimed that next season will find more consumption of regular saw keg sizes, instead of cut-off stock. This will be a good proposition if it is not overdone and the market flooded.

A Good Demand for Produce Barrels is in View

The slack barrel business has also been quiet, with prices fair to steady. Sugar and flour barrels are commanding 80 cents, with produce 70 cents, and a discount for one-head produce. A better demand for produce barrels will be experienced later in the spring when movement of bunch vegetables toward the East is started.

Agriculturists Expect Larger Crops This Year

It is too early to be discussing crop conditions or outlook, other than to say that last season was an off one, because of unfavorable weather, which with late frosts injured fruits, berries, vegetables, etc., and held down consumption of packages. This year should be much better than 1927, if we can rely on the law of averages. Heavy frosts far into the South should prove an advantage to farmers, as frosts destroy boll weevil, insects, loosen up soil, and make for better crop conditions.

Notes of the Trade

J. N. White, Louisville Cooperage Co., reports the barrel and keg business quiet, but that inquiries were fair. He considers that prices are holding their own. The company's stock mills in Eastern Kentucky have been down for some weeks, and will not resume until spring or summer. Their mills in the far South are running part time in cleaning up bolts on hand.

Art Herb, manager of the Atlantic Tank & Barrel Co., Louisville, gave out an interesting item of information, stating that while heretofore the company has produced nothing smaller than a 25 gallon package, it is considering entering the production of general sizes in kegs. The matter has been under consideration for some little time, and definite action will probably be taken before long. Mr. Herb reported the outlook appeared fairly bright, at any rate somewhat better than it was last year.

Naval Stores Operators Ask for Better Rosin Package

The regular monthly meeting of the Central Florida Turpentine Operators' Association was held January 12th, at Gainesville, Florida; with D. F. Howell, Lake City, president, presiding.

The main speaker was Irving Post, vice-president and general manager of the Naval Stores Export Corporation, Savannah. Mr. Post presented an exceptionally interesting paper on the export trade of naval stores. His talk proved unusually interesting, and evoked considerable discussion. The interest centered about the necessity of good packages to withstand the hardships of a long voyage.

The question of improving the rosin package led to the passing unanimously by the association of the following resolution,

"WHEREAS, it is recognized and admitted that greater care should be exercised in the preparation of the package which is now used for the shipment of rosin, and

"WHEREAS, it is our sincere belief that the entire Naval Stores Industry is extremely anxious to make such improvements; be it

"*Resolved*, That we, The Central Florida Turpentine Operators' Association, do hereby request and urge that the naval stores committees of the concentrated ports of Brunswick, Jacksonville, Pensacola and Savannah, be requested to do everything possible to bring about a more strict enforcement of the existing rules and regulations governing this subject."

A copy of this is being forwarded to each of the Boards of Trade of the concentrated ports. It is expected that a similar resolution will be passed by all other naval stores associations. This action is in keeping with the work which has been going on during the past year in co-operation with R. O. Walker's committee of the National Paint, Oil and Varnish Association to improve shipping package conditions.

C. G. Hirt Speaks in Defense of Wooden Barrels as Against Boxes for Apples

At the January 11th-13th meeting of the New York State Horticultural Society, held at Rochester, N. Y., two questions of vital importance to manufacturers of cooperage and cooperage stock were proposed for discussion.

The first question opened for consideration was: "Must we change from packing in barrels to boxes and bushels for apples?"

The second question read: "Should any No. 1 grade of apples be packed in larger packages than bushel baskets or boxes?"

Fortunately, The Associated Cooperage Industries of America had a barrel exhibit at the Horticultural Society's Apple Show, and C. G. Hirt, secretary-manager of the Association, was on hand to speak for the wooden barrel.

Mr. Hirt placed before the members assembled the advantages of the wooden barrel as a shipping package for apples. His remarks were broadcast over the radio, and were doubtless heard by the majority of apple growers in New York State who did not attend the Rochester meeting.

There were no dissenting opinions expressed to Mr. Hirt's defense of the wooden barrel, which may not only be considered as evidence of the efficient manner in which he covered the subject but also as an indication that the apple growers are still favorable to the wooden barrel as the ideal shipping package for their product.

Savannah Preparing for Get-Together Meeting of Naval Stores Industry

The Savannah Board of Trade in preparation for the Fifth Annual Get-Together Meeting of The Naval Stores Industry, February 20th-22nd, has chosen an invitation committee to extend the hand of welcome to what gives promise of being the most important gathering yet held by naval stores producers, consumers and distributors. Thomas Gamble, editor of *Naval Stores Review*, is chairman of the committee, the other members of which are H. L. Kayton of the Carson Naval Stores Co., Savannah, and Joseph E. Lockwood, Wilmington, Del., manager, Naval Stores Division, Hercules Powder Company.

It is the purpose of the board and the committee to have the entire Naval Stores Industry from the smallest user to the largest producer present at the sessions this year and an attractive program both business and social is being arranged.

THE NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

ESTABLISHED 1886

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BUSINESS MANAGER

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CORRESPONDENCE

The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

IMPORTANT ARTICLES IN THIS ISSUE

Editorials.
Wants in Cooperage Lines.
Manufacture and Export of Hand-made Staves.
C. G. Hirt Speaks in Defense of Wooden Barrels.
Shipment of Spanish Grapes in Barrels.
Standard Potato Barrel for Bermuda.
Trade Reports from Here and There.
Great Activity in New Orleans Produce Market.
Inquiries for Barrels and Kegs Increasing in Louisville.
Buffalo Barrel Trade Running Ahead of Last Month's Volume.
Savannah Preparing for "Get-Together Meeting" of Naval Stores Industry.
Naval Stores Operators Ask for Better Rosin Package.
National Foreign Trade Council to Meet in Houston.

Development of Trade Associations a Fundamental Step in Evolution of Whole Economic Life, Says Secretary Hoover

WHAT a well organized, well officered and well supported trade association means to manufacturing and business life is today so widely recognized that it would almost seem that there is little more that could be said for trade associations. And yet Secretary Hoover in a recent Commerce Department report gives new light and encouragement which broadcasted as the report has been and should be, will, undoubtedly, do much to enhance and to increase the respect which every manufacturer and business man at the present time has for his individual trade body.

Secretary Hoover says in part, "The recent development of trade associations marks a fundamental step in the gradual evolution of our whole economic life. In the field of scientific and economic research, in statistics, in simplification and standardization of commodities, in the promotion of arbitration in commercial disputes, in development of foreign trade, and in scores of other directions, trade associations have made a most valued contribution to our economic progress.

"While our industry and commerce must be based upon incentive to the individual, yet the national interest requires a certain degree of coöperation between individuals in order that we may reduce and eliminate industrial waste, lay the foundation for constant decrease in production and distribution costs, and thereby obtain a fundamental increase in wages and standards of living."

Unless there is a change in the Convention schedule, The Associated Cooperage Industries of America will convene in May, and while the year has just opened, it is not too early to give thought to the planning of business transactions, so that nothing will prevent each and every member from being in attendance at all the sessions of the Thirteenth Annual Convention.

The cooperage industry has entered what gives every indication of being a very interesting year, and whether it will be profitable or not depends a good deal on what its activities are in the coming months. The JOURNAL believes that the cooperage industry has reached a fork in the road, and that its future well being and prosperity are dependent upon the choice it makes as to the road of travel.

One branch to the fork will lead to enlarged demand, extended markets, and enhanced value. The other branch may lead to unsettled markets, decreased use of the wooden barrel, and a more limited industry. There is not a manufacturer of cooperage or cooperage stock who has any doubt as to the road he desires to travel. All of us want success; but, to travel that road which leads to a greater cooperage industry we must guide ourselves by the rules of the road. We are not traveling that road alone, for there are many going along the same highway, and there must be coördinated effort so that all may achieve the aim for which they are striving.

The individual cooperage or cooperage stock manufacturer cannot travel the road to a greater cooperage industry by himself, and gain the goal he seeks. He must travel with his fellow manufacturer in a united body; for it is only through the association of all engaged in an industry that the greatest good for that industry is accomplished.

In The Associated Cooperage Industries of America the cooperage trade has the one sure means of facilitating travel along the road to a greater cooperage industry. The Association, since its inception, has proved its value again and again in protecting and advancing the best interests of the wooden barrel. Its exhibits at trade shows have kept the wooden barrel prominently before the eyes of the consuming industries. Yet, even the Association can be limited in its achievements, unless there is that coördinated effort on the part of the entire cooperage trade to give it its full support, both financially and otherwise.

The inauguration of a comprehensive trade extension and publicity campaign for the wooden barrel is the most vital question before the cooperage industry today. It is the JOURNAL'S earnest hope that a one hundred per cent. attendance of Association members will be had at the May, 1928, meeting, as well as the attendance of many who are not now enrolled as Association members. With such a representative body of cooperage and cooperage stock manufacturers at the May Convention, the Association will have the benefit of the knowledge and experience of the trade as a whole, and we feel sure that a trade extension campaign will not only be given that full consideration which it deserves, but also that full approval of a trade extension plan will be the result and that such plan will be put into immediate operation.

Cooperage and Cooperage Stock can be Sold at a Profit if Product and Selling Plan is Right

THE guns of intelligent business are once again to be turned on the profit destroying practice of price cutting. The falling off in demand during the latter part of the past year appears to have been a signal for the fearful ones to endeavor to force orders by injudicious lowering of selling prices. This action brought the usual result, and now when there is every reason to look for a gradual, if not a rapid, resumption of demand, there is considerable difficulty being experienced in getting prices back to the point where business can be done at a profit.

Of course, there is the legitimate lowering of prices due to greater efficiency in production, with consequent lowered costs, or the reduction which is the natural result of general lower cost of raw materials. There is merit to such reduction in prices, for it really benefits the ultimate consumer, but the price cutting that is being decried at the present time is not of such character. Rather, is it the destructive lowering of prices which does nothing but demoralize the market without any lasting benefit whatever to either producer or consumer.

While the evils of price cutting are pretty well known we doubt if all realize that it is the welfare of the industry as a whole that is being undermined when this policy is in action. The individual may think he is just helping close a few sales for himself at a slack period, when in fact he is striking a blow at his trade body that is felt throughout the entire industry.

Speaking on the general welfare of an industry as it is involved through price cutting, Saunders Norvell, President of the Remington Arms Company, in a recent article in *Printers' Ink* says: "All of us, when the price cutting pressure is abroad should think very seriously about the general welfare of the industry in which we are engaged. Paradoxical as it may appear, the manufacturer who comes around to the buyer with a cut price is not always the best friend of the buyer. This manufacturer is often an enemy to the welfare of the industry.

"All of us should get the principle in our minds that it is not always the low price that we receive which is the most advantageous. Low prices frequently lead to the demoralization of an entire industry. In every phase of an industry, from raw materials through the manufacturer, to the jobber, to the retail merchant, progress only can be made on those lines of goods where manufacturers, jobbers and retailers are making a fair and reasonable profit. Progress can never be made when goods are sold at cost or at less than cost.

"The salesman who calls on you with a cut price is giving that cut price to your competitor. Often—in fact, usually—your competitor will use this cut price to reduce his prices. A cut price to you is generally followed by lowered profits."

Indiscriminate cutting of cooperage and cooperage stock prices has long been one of the problems of our trade, and the practice has caused considerable loss to the industry, at the same time that it has had the effect of lowering the quality of the wooden barrel to meet the cut price. There is no need to dwell upon the danger which the sale of low quality cooperage has upon the business of the individual as well as the future use of the wooden barrel. The loss which our industry has sustained from the placing of cut price cooperage of doubtful quality on the market in the past is well known to the trade, and this loss on many occasions has proved almost irrevocable. Prospects for better business in the cooperage trade during the coming months are excellent and it is imperative for manufacturers to guard against the perils of unwise cutting of prices.

Cooperage and cooperage stock can be sold and sold at a profit if the selling plan is right, and if the product is right. To sell cooperage or cooperage stock at no profit or below the cost can have but one outcome; the liquidation of the individual business, and a loss to the cooperage industry as a whole.

WANTS IN COOPERAGE LINES

Canada Barrels and Kegs, Ltd., Waterloo, Ontario, is always in the market for bourbon, beer, wine, tierce, glucose and pork staves and heading.

William Dworsky and Company, 264 12th Avenue, N., Minneapolis, Minn., is in the market for the following kinds of barrels: linseed oil, hardwood lard, softwood lard, hardwood milk, glucose.

D. W. Ryan Cooperage Co., 1634 Besly Court, Chicago, Illinois, is in the market for a complete set of tight keg machinery for manufacturing one, two and three gallon kegs. Give full particulars when writing.

"Heading", care of THE NATIONAL COOPERS' JOURNAL, *Philadelphia, Pa., is in the market for a large quantity of mill run 19⅛" one piece heading for delivery through the year. Any timber free from holes. Could be tongued and grooved, dowelled, glued, or veneered.*

National Foreign Trade Council to Meet in Houston, Texas

The steady growth of the foreign trade of the United States in the last decade is a gratifying evidence of the success which American producers and traders have secured through study of the many phases of international commerce. It is as essential to be successful in merchandising as it is to be skillful in production.

In 1927 the volume of our foreign trade amounting to 113,500,000 tons, was the largest in our history. It comprised over 71,000,000 tons in exports and a little less than 42,500,000 tons in imports.

The increase in our trade with Latin America is particularly noteworthy. That trade, in imports and exports, now amounts to close to $2,000,000,000 or almost one-quarter of our total trade with the world. Its extension has been made possible by a steadily rising standard of merchandising on the part of those engaged in it, and its continued and permanent growth is assured.

Each year brings its own circumstances, discloses new problems, sets new precedents.

To give special attention and careful study to some of these questions the National Foreign Trade Council will hold the Fifteenth National Foreign Trade Convention in Houston, Texas, on Wednesday, Thursday and Friday, April 25-26-27, 1928.

All those who are interested in the development of foreign trade as a factor of national prosperity, whether in agriculture, commerce, education, industry, finance or transportation, all Chambers of Commerce, boards of trade, national and State associations and other industrial and commercial organizations, as well as firms and individuals, are called upon to participate in the proceedings of the Convention.

The Manufacture and Export of Hand-Made Staves

With Particular Reference to the Production of French Claret Staves

By ROBERT B. MAYFIELD*

Broadly, staves are divided in two great groups, tight staves and slack staves. The latter are staves for the manufacture of barrels for dry, non-leakable articles of which apples and cement are examples. The tight stave is for barrels built to contain fluids from the coarsest oils up to the finest wines and still heavier spirituous liquors. It is plain, of course, that the latter are the aristocrats of the stave business, requiring quality materials and quality skill in their manufacture. Because of their simpler construction and lower grade of raw material, it is fairly easy for any land to provide itself, or secure near at home, its slack stave requirements, so that this item is of lesser importance in our foreign commerce. Not so the tight stave, which in former times we sent away in truly enormous numbers to the vintners and distillers and brewers of the Old World.

Containers of Early Times

The last sentence rather takes us back to the what, the why, and the when, if we may be permitted to use that phrase, of the barrel and its first component,—the stave. One of man's earliest needs must have been for some mears of gathering, preserving and transporting liquids. Perhaps first of all came the skin of some animal, its leg holes tied tight with thongs and indeed for many centuries (in some instances to our own day), the wine bag of this sort has been used as lightest and easiest to carry on mule back. It was considerably later that man found a way to harden earth by fire and began to produce jars and other receptacles that reached their supreme use perhaps in Cnossus, Crete, in prehistoric times, the vast receptacles unearthed there being of splendid size and construction.

But the firing of such large pottery required great skill and long preparation, and man needed something simpler and quicker. This he found in what was certainly one of the most revolutionary changes in all time,—the invention of the barrel. From the beginning this seems to have assumed much the form that it possesses today, that form having two reasons for being, one its convenience for handling and the other that it was virtually necessary to insure the production of a barrel tight enough to hold thin liquids over long periods of time such as is necessary for the aging and storage of wines and liquors.

Who the inventor of the barrel was must ever remain unknown, but certain of the gods and demi-gods sponsored it, and early in the middle ages the coopers had become one of the most powerful of the organized crafts. So strong were they, for instance in Britain, that they secured away back in the thirteen hundreds a royal and parliamentary decree forbidding the manufacture of barrels, even for their own use, by the brewers, thus leaving the monopoly of cooperage work to the master coopers' guild.

Barrel Reflects Skillful Craftsmanship

When one stops to consider what must be accomplished to build a barrel so closely constructed that without any interior calking it will retain thin liquids, the wonder is that man so early turned the trick, but more perhaps then even than now there was marvelous manual skill among the craftsmen. The completed barrel stave must possess three perfect curvatures, as it were, unrelated to one another. First, there is the swell and taper of the stave from end to middle and back again to the opposite end, that will give the barrel its exact roundness of belly. Second, there is the cross-section circularity of the stave as a segment of the circle that must be true at each degree of its longitude. And finally, and most exacting, is the degree of bevel that must be placed on each of the edges of the stave, this so exactly calculated that the entire set of staves when placed in barrel form will fit closely together without the minutest opening. This final operation is now accomplished by mechanical means more rapidly, but not more exactly, than by hand in the ancient past, and certainly the barrel maker of today is no more skilled than he of centuries ago. To recognize the truth of this one has but to visit some of the ancient wine and beer cellars of Europe, and examine the casks, of huge size and often beautifully engraved on their headings, that have served for centuries without leakage.

Material for Barrels

How is this work accomplished?

The above question brings us back to our New Orleans exports, for before being exported a stave must be made, and before a stave can be made the raw material must be selected in the woods and put through its necessary preliminary processes.

Long ago France and Germany and Great Britain recognized that the silvan wealth of the United States contained materials eminently desirable for many forms of cooperage work. In France the great desideratum was, and still is, the stave from which the barrel is made that will contain the valuable French wines. "French clarets" is the name given to these staves, that are of the highest quality and finest manufacture. Germany's need was for staves for both wine and beer, especially the latter, whereas Great Britain's stave need relates in so far as America is concerned, to cooperage for the distilling industry, for the storing, aging and transportation of whiskey.

Therefore, generations before our constitutional amendment and Volstead Act arrived as a disturbing element, there came demands to our shores for many staves, staves by the millions, staves in such numbers that, before the war and before prohibition, more than one concern in New Orleans exported annually their ten million staves and kept their thousands of men busy throughout the Southern hardwood belt cutting and preparing for export the desired material.

From the earliest days it was recognized that oak supplied the qualities most desirable for barrel construction. Oak, yes, but not all oak, and there enters one of the oddities of botany. To the average man the difference between white oak and red oak is in the name only, and we doubt whether one man in a thousand outside the actual lumber business could tell why it is that whereas the finest of claret and whiskey staves are made of white oak the familiar red oak for those purposes is taboo. But there is a reason and a homely test utilized by the none too squeamish logger explains why. The forester will saw a sliver of the wood to be tested, will moisten one end heavily with saliva, will blow upon the spot and, if it is red oak, tiny bubbles of the fluid will presently appear at the far end. If the material is white oak this will not take place. The explanation is in the fibrous structure of the two woods. In white oak there is a tangle of fibre that closes passage and fluids simply cannot penetrate it even under such pressures as fermentation will sometimes exert. Therefore, as has been said, long ago the white oak's qualities were recognized and that wood segregated for all the finer uses. There remained, however, less exacting uses for red oak cooperage, its highest dignity being reached in the manufacture of the cheaper grades of wines in France and in greater number for the transportation of oils such as the palm oils that play so great a part in our soap and other industries. For this latter service the great bulk are shipped out of New Orleans and Galveston to the United Kingdom for reshipment to Africa. For this use also vast numbers of white oak barrels are used as reclaimed barrels after they have sur-

*Excerpts from article published in *Southern Lumberman*. Nashville, Tenn.

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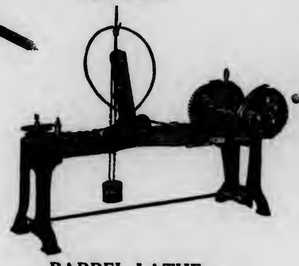

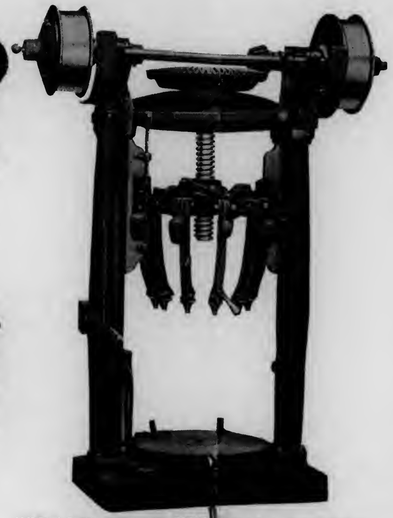

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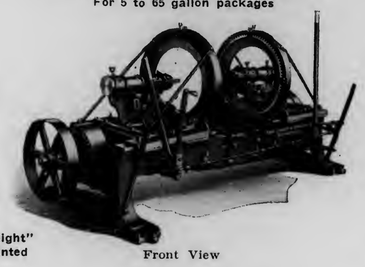

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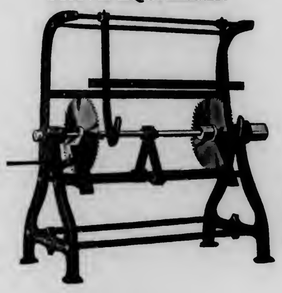

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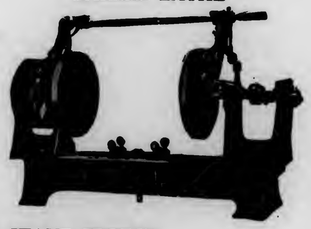

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vived their usefulness as whiskey, wine and even turpentine barrels. Turpentine also is a large consumer of tight cooperage though the nature of the product obviates the need for the perfection required for spirits and fine wines.

Making Hand-made Staves

The value of the heavier, finer stands of white oak for the manufacture of full-sized lumber is, of course, too great for such white oak growths to be cut up for such small items as staves. But throughout the South there are literally thousands upon thousands of places where there are growing semi-isolated stands of white oak not accessible to the regular lumber mills and not promising enough stock to warrant building a mill for their manufacture into lumber. It is these small stands that await the hand-stave maker.

From the above description it is evident that the getting out of hand-made staves cannot be a large operation. Indeed, it is usually accomplished by crews of three, or preferably four, men working together in a community of interest manner. These professionals are not only stave makers but even before that they are stave hunters. Being in touch with stave firms in New Orleans, Shreveport, Memphis, Mobile or other hardwood centers, these stave-makers will spot certain small stands of desirable timber and report to the stave concern, who often will make its own negotiation for the stumpage and then turn the stave-makers loose to work the stand by the piece, though sometimes the stave-makers will make the entire deal themselves and contract with the stave people for the output on a piece basis. The need for this as it were "factor" system is that the hand-stave makers are usually without capital and have to be "carried" by the stave concern while the staves are being gotten out.

Slavonian Stave Guild

Hand-made stave manufacture, and the selecting and appraising of stave stumpage, require much special knowledge and experience, and oddly enough virtually the entire industry in the South early passed into the hands, and still remains in the hands, of one little race of southeastern Europeans, namely the Slavonians. Slavonia is in what was before the war a part of the Austria-Hungarian empire but that is now a district of Jugoslavia. Slavonia is a well forested mountainous region and for centuries its people have been skilled foresters and woodworkers. That was the reason why in 1892, when the stave extraction was still somewhat chaotic in the United States, having not yet recovered from the loss of slave labor, that Max Lowy, a recent arrival in this country from Germany and a new acquisition to the stave industry in Memphis, Tenn., conceived the idea of importing for this work a group of Slavonians. Incidentally, Max Lowy soon after removed to New Orleans where as head of the Kern Company, for a third of a century he has been a leader in the business and where he still holds a prominent place as dean of the export stave industry in the South.

Mr. Lowy's first importation of Slavonian labor (there was no anti-contract labor on our national statute books at that time) was soon followed by others so that in a relatively short time the foreigners had won possession of the hand-made stave manufacturing business, doing this through their knowledge and capacity. As the business developed continuously up to the World War there came in all several thousand skilled stave workers who instructed their children in the craft. Being of a clannish nature the Slavonians in the stave industry have largely congregated in and near Monroe, La., where they are said to be excellent citizens, thrifty and steady workers. During the active stave season the men work at that trade in the South and during slack times they migrate to Northern industrial centers and work at other lines.

Courtesy Southern Lumberman.

STAVE CAMP IN NORTHERN LOUISIANA

Photograph showing the several processes through which the white oak passes in its process of becoming a "French claret" stave. Photo taken for the Foxley Stave and Lumber Company, of New Orleans, F. J. Foxley, President.

Making Bolts for "French Clarets"

When a crew of three or four have made their contract with the New Orleans stave concern, the men set up their camp near the woods to be worked and begin operations. These are to appearance simple, but in fact require extreme skill and judgment. To explain the process we refer the reader to the photograph accompanying this article which was supplied for this writing by one of the largest stave manufacturing and exporting companies of the nation, the Foxley Stave and Lumber Company of New Orleans. In the picture the two sawyers farthest away have felled

the tree and are cutting the clear log into sections for the desired length of stave. The man second from the left in the picture is shown using the froe, sometimes written frow, an instrument for splitting the log from center outward. The blade is driven home by a heavy mallet. The next man to take a hand is the sapper, who wields a short handled broad axe with consummate skill to trim the rough stave bolt as produced by the froe into more nearly rectangular form. And finally these billets are passed to the man in the foreground with the draw-knife who with the judgment of long experience trims down the wood to the required dimension.

It is in this final form that the stave is practically ready for shipment to shipping ports and from there to its destination abroad. What is shown here is the manufacture of "French clarets," as high a quality of stave as is made anywhere in the world. The pieces the man with the draw-knife is completing, though commonly spoken of as staves, are in reality two staves, for when they reach France they are carefully split lengthwise, each 36-inch billet thus becomes two 36 by 3-4 inch staves which are put through machinery for the final trimming and matching and finishing. An oddity of the industry, however, is that though sold in two sizes as 36-inch and 42-inch, respectively, these French clarets are not of that size in American measure. They are, in fact, respectively 36 and 42 French inches, or "pouces," which is to say "thumbs" in length, corresponding in our measure to respectively 39 3-10 inches, and to 48 inches, which figures, however, do not tally apparently with the old designation of a French pouce as 1.066 inches. Only the 36-inch lengths make two staves, the longer sizes produce but one. The clarets, however, are the only staves measured in French inches and when we reach "pipe staves" sixty inches and over, sold to Spain and Portugal for their Malagas, and Port wines, the units are plain American inches.

Other Types of Staves

The pipe staves, of which mention has been made, unlike the clarets are not made often by the regular stave crews but are produced at odd times, by hand, by the farmers. These staves are dressed by machinery and are exported from New Orleans, Mobile, Galveston and Savannah.

Thus far almost everything has been said as regarding only the classy, hand wrought staves, the aristocrats of the stave industry. But besides this there is another very large and important branch of tight stave making, namely the manufacture of sawn staves. In the latter industry after the stave bolts have been cut out in a roughly triangular form, instead of going to the skilled stave hewers who follow the grain in reducing the billets, they pass to the stave saws, special instruments that saw out the staves. Obviously a cheaper stave is thus formed, though one that to the casual observer is much the same in appearance in the final product. For the sawn stave almost every wood is used,—oak, gum, pine, ash, etc., the barrels made of them being used for an infinity of purposes. It might be added here that for slack staves, almost any wood will do, the product ranging upward from the very low grade product used for rough field products to much better qualities used to contain sugar, flour, etc.

In France and Italy a cheap wine stave is manufactured from chestnut, but we make none of these now that our chestnut trees have virtually disappeared as a result of the chestnut blight. In Germany a very small stave is manufactured in large quantities for the chemical industry, this also offers a possible field of export for the American market, provided these can be produced cheaply enough to compete with European saws.

Heavy Pre-War Exports

Before the war New Orleans' stave business with Germany was enormous. Both Max Lowy, and the Lucas E. Moore Stave Company shipped their ten million staves a year and upward to German consumers. After the war, however, when Germany found herself in no financial condition to do extensive building, her timber industry slumped profoundly and logs became so cheap in the market that it was found profitable to convert even fine lumber logs into staves, and the latter quickly ousted the competing American staves. Recently there has been a change for the better in this connection and there has developed something of a market there for raw stave bolts, though not yet for finished staves. The reason for this difference between the raw and finished product is one of tariff differential. Thus the present import duty in Germany on a car of unplaned staves is, roughly speaking, $15 whereas the duty on a car of the planed and finished stock is $150. The latter is obviously prohibitive, as it is intended to be, so that our sawn staves as a finished product are at a disadvantage. The demand for French clarets has resulted in the expansion of a number of the formerly exclusive stave companies in New Orleans into the general hardwood lumber market.

Although the export stave market at New Orleans could stand some improvement in demand the industry still bulks large and there are in New Orleans and tributary to New Orleans a number of important firms exporting through this port.

Of these concerns, perhaps the largest in export importance is the L. Werner Stave Company, which while it has important representation here, is really headquartered in Shreveport, La., near the stave-producing center. This firm exercises a great influence on the entire industry and exports large quantities of staves from the New Orleans docks.

Other very large firms are the Massman Company (doing a large general stave business); the Kern Company, in which Max Lowy is the dominant influence; C. J. Hay (Imperial Stave and Lumber Co.); the George A. Gragard Co.; Bobet Brothers (a very old and well-known establishment); Ramoneda Brothers (a large concern doing the greater part of its business with Spain); Vila and Co. (doing business chiefly with France and Spain); Foxley Stave and Lumber Co. (doing a large general export business in staves and lumber); S. Massman (smaller than Massman and Co. but taking its name from a member of the same family).

Exports of Cooperage Shooks

In addition to stave exports there is a considerable business also in the export of tight cooperage shooks. The shook is a barrel in knocked down form. A barrel carried to completion often would occupy entirely too great space on a ship for economic shipment in that shape. Therefore, after building the barrel it is taken to pieces, its several parts, staves and heading and hoops numbered, and the batch packed together and are designated a shook. Then they will fill only a fraction of their barrel size. Such containers are extensively shipped to such ports or out-of-the-way places as have no facilities for completing the barrel by their own machinery. There long has been a market for new barrel shooks in Africa for the palm oil crop, though this is smaller than it otherwise would be for the reason that second-hand barrels are for the present regarded as preferable to the new barrel in that industry.

Cooperage Export Figures for New Orleans

Now in the matter of figures, New Orleans during the last complete calendar year, exported cooperage to the value of $5,202,401 of which only approximately $600,000 represented slack cooperage. The tight cooperage was fairly evenly divided between staves and shooks with also $111,975 worth of finished barrels. The leading takers of our staves during the 1926 period were in the following order: France (including Algeria, which French possession has now surpassed the patrie in stave buying in New Orleans); Spain, the United Kingdom, Portugal, Argentina, British South Africa, the Netherlands, the Azores, Germany, Cuba, and on down. The big months for the United Kingdom were January and July; for Spain, January and August; and for France, March and May. And further study of the figures shows that there is a very healthy distribution of cooperage exports throughout the year. One of the uncertain factors is, however, the matter of shooks whose exact nature does not appear on the official figures, though the indications are that there is no very important directional divergence between that form of export and that of the staves themselves.

When we come to compare exports by the month for the months thus far elapsed in 1927 with those of 1926 we find that the French takings have shrunk considerably and that those to Italy dropped to nothing in January, whereas shipments to the United Kingdom increased largely as did those to Germany. Shipments in May, 1927, to Great Britain were the highest

of any month in either 1926 or '27, and that same month there was a record rise in shipments to Algeria, which land is now far and away eclipsing France in cooperage takings. And Argentina in January, February, March and May of the year 1927, imported from New Orleans very large quantities of tight cooperage. A general examination of the port's record for the eighteen months to July 1, 1927, seems to indicate that the stave market is in a state of flux. It is going through a transition and in a sense a recovery, though the building up of the industry must of necessity be along new lines and to meet new needs and conditions, and new tariffs.

Shipment of Spanish Grapes in Barrels

According to the Department of Commerce, the Spanish grape production averaged 4,150,000 short tons a year from 1922 to 1926. While grapes are grown all over Spain, around 50 per cent. of the production is represented by the output of the Provinces of Barcelona, Tarragona, Ciudad Real, Albacete, and Alicante, in different sections of the country. Out of a total production of 3,000,000 short tons of grapes in 1926, Barcelona accounted for 508,000 tons, Tarragona for 335,000, Ciudad Real for 282,000, Albacete for 170,000, and Alicante for 168,000 tons.

Most Spanish grapes are produced for wine, but table grapes for export are a prominent feature of the production of the Province of Almeria. Almeria produced 27,000 short tons in 1926 and 48,000 tons in 1925. It is stated that the 1925 grape crop of Almeria was the largest in several years and that the 1926 crop was the smallest, with one exception, in 20 years. A recent estimate places the Almeria crop of 1927 at 36,000 short tons, which is considerably less than the original estimate of 42,000 tons.

In addition to wine and table grapes, some raisin grapes are also produced in Spain, principally in the Provinces of Malaga, Alicante, and Valencia, whose output was 48,000, 12,000 and 3,000 short tons, respectively, in 1926.

Two varieties of grapes are exported from Almeria—the Castiza and the Legitima varieties. The Castiza is a thin-skinned grape, ready for market in July, which is produced in relatively small quantities. The so-called Almeria grape entering into export in considerable quantities is the Legitima variety, a thick-skinned grape of good keeping quality, which goes to market in September. In foreign markets Almeria grapes are often designated as Malaga grapes, principally because of the fact that the export trade in Almeria grapes was established by Malaga exporters.

The standard Almeria grape barrel contains from 44 to 46 pounds of grapes, packed in 4 to 6 pounds of cork dust. Half barrels are used to a lesser extent. After cutting from the vine the grapes are placed in boxes and carried to nearby storehouses, where they remain on the floor, in the original box, for 24 hours. They are then inspected for defective or damaged grapes, and again inspected before packing. The grapes and cork dust are placed in four alternate layers; after each layer of cork dust the barrel is shaken thoroughly to insure a tight pack.

Exports of Spanish grapes rose from 1,850,000 barrels in 1922 to 2,440,000 barrels in 1924 (32 per cent.), remained fairly constant in 1925, and dropped to 1,230,000 barrels in 1926. The fall in exports in 1926 was due to the fact that the Almeria grape crop was the smallest, with one exception, in 20 years.

Final Cranberry Production Estimated at 496,000 Barrels

Cranberry production in 1927 in the United States is estimated at 496,000 barrels, the smallest crop since 1921. This production compares with 743,600 barrels harvested last year, 591,000 barrels two years ago and 617,000 barrels the five-year average 1922-1926. In all important States final harvestings have fallen somewhat below early expectations.

The Massachusetts crop at 370,000 barrels, although less than harvested last year, is close to an average crop. In both New Jersey and Wisconsin cranberries are a very light crop. Prices have been very favorable as a result of short crops throughout the United States.

The following table gives the production in barrels for the various cranberry States:

PRODUCTION IN BARRELS

STATES	1927	1926	5 yr. av. 1922-1926
Mass.	370,000	430,000	380,000
N. J.	75,000	210,000	189,000
Wis.	24,000	80,000	48,000
Wash.-Ore. .	27,000	23,600	(a)
Total	496,000	743,600	617,000

Potato Acreage Increase Indicated in Florida

Indications are that the commercial planting of Florida potatoes will be about 30,000 acres compared with 28,000 last season, says a report from the Orlando, Fla., office of the United States Department of Agriculture. Of this acreage approximately 5,000 acres will be South Florida plantings which move during January, February and March before the Hastings section begins. Dade and Palm Beach counties have substantial increases in early plantings, some of which is now being dug for local markets. St. Lucie county has approximately 900 acres planted which will come off in March. Manatee has approximately 600 acres.

From present indications the Hastings section acreage to be planted this season will not differ materially from that of last season. Planting began at Federal Point the latter part of December, while the main crop is put out from January 10th to February 1st.

Standard Potato Barrel for Bermuda

Bermuda has passed a standard container law, which specifies that "on and after December 1, 1927, it shall not be lawful to import material for containers of dimensions or specifications other than those named in the sections of the law," with but one or two exceptions.

The section referring to the import of wooden barrels for potatoes, the Standard Container Law prescribes that "except for shipment to the West Indies, all potatoes shall be shipped in two-headed barrels, containing approximately 2⅔ bushels, properly coopered, and with heads limewashed.

Approve Amended Westbound Rates to the Pacific Coast

The trans-continental lines have approved the proposal to amend the current westbound rates on cooperage stock to the Pacific Coast, minimum 60,000 pounds, in connection with transit tariffs published by individual lines, providing for the manufacture of rough stock into finished staves and heading on the basis of the through rate from point of origin to final destination plus transit charge.

Cooperage Exports Show $1,000,000 Gain Over 1926

According to statistics of the Department of Commerce the cooperage exports for 1927 totaled $11,224,533. This is a net gain over the exports for 1926 of $1,000,000. Tight and slack heading, slack staves, and empty tight barrels showed considerable increases in exports, even though the stave shipments were partly counterbalanced by lower shook exports.

Sardis Cooperage Company a New Corporation

The Sardis Cooperage Co., Memphis, Tenn., has taken out articles of incorporation. Among the incorporators are: W. H. Hyman, F. Grismore, O. L. Caton, Noble C. and R. S. Hyman. The capital stock of the new concern is $20,000.

New Stave Mill

The new stave mill being established at Pelham, Georgia, by J. O. and A. O. McElvey will be ready for operation early in February. The plant will specialize in the production of staves for rosin and syrup barrels.

Matton Gilbert, Newberg, Ark., is building a stave mill at Melbourne. The mill will be put into operation in the near future and will manufacture stock for slack barrels.

TRADE REPORTS FROM HERE AND THERE

Cooperage Demand Compares Favorably With Previous Years—C. M. Van Aken

With the unsettled, uncertain, and as applied to the last few weeks of last year, rather unsatisfactory conditions which prevailed during 1927 it would certainly be only "A Seventh Son of A Seventh Son" who could prognosticate what sort of conditions we were going to have during 1928.

The year has not progressed very far, no great amount of activity has been displayed in buying, and the buying done has resulted from personal solicitation. When we check the amount of cooperage moving we find it compares favorably with previous years. It is apparent that no cooper has bought more stock than he needs and many are waiting until the last minute before placing any orders.

Several years ago it was the custom in the slack cooperage business for the barrel makers to contract with the sellers at the beginning of the year for their estimated year's requirements. These contracts were in turn placed in the hands of the mills. The barrel maker then knew where his material was coming from and had a pretty good idea of what it would be. The mill also knew where and approximately how fast their stock would be moving out, but during the past few years conditions have changed. Very few of the barrel manufacturers are contracting at all and less for a season's supply. Most of them buy one or possibly two cars at a time and buy them as needed throughout the year. It now takes a pretty sure indication of an advance to induce the buyers generally to anticipate their orders. Before 1920 the farmers would estimate early in the season their crop and tell the barrel maker the approximate number of barrels they would take from him. They do not do this now. With the great amount of "sharp shooting" today being done in the apple business the farmer can not do it. He estimates his crop as he has always done, but tells the barrel man that he does not know what he is going to do with the apples, that he cannot tell whether the man to whom he sells them will want to put them in barrels, boxes, baskets or ship them in bulk. As this uncertainty is passed to the cooper, the dealer and so on back to the mill no one can figure with certainty until the orders are actually in hand. A bad feature about this condition is that with the uncertainty goes extra expense for repeated efforts in selling. This often reduces what would have been a fair profit under previous contracting conditions to a profit that many times is not in keeping with the present labor and investment. In connection with this the redeeming feature is that when the end of the year rolls around most of those interested in cooperage find that they have handled a volume of business which corresponds favorably with previous years and that the profits are on the right side of the ledger, even though they may not be considered commensurate with the amount of effort put forth and capital used.

As has been said, the year is young, but a reference to the records shows that the business volume is about normal and because we know how the people are buying, we are safe in assuming that orders will continue to come in, not without an effort, but effort seems to bring the business and so we are hoping that the effort will bring enough to enable us to say at the end of 1928 as we did at the end of 1927, namely that when taken all together, it was a profitable year.

1928 Will Find Improved Conditions Maintaining in Cooperage Industry

CHICAGO, January 13, 1928.

Editor, THE JOURNAL:

Last year's business, as far as the domestic business is concerned was very good until the middle of the summer when a very severe reaction set in from which, so far, we have not had any relief.

We had a fair export business during last year which, however, also has shown signs lately of a letup. We are looking forward to an improved condition for the new year.

Yours very truly,
OZARK STAVE COMPANY.
H. Katz.

1928 Will Be Better Than 1927

BIRMINGHAM, ALA., December 20, 1927.

Editor, THE JOURNAL:

Nineteen twenty-seven was a very prosperous year for us. We have never been so rushed and work is still coming in for next year; resteeling, repairing and orders for new barrel stave saws as well as saws for tub and keg staves.

We anticipate 1928 will surpass even 1927 and welcome the New Year. We wish THE JOURNAL all prosperity for the coming year.

Very truly yours,
SOUTHERN STAVE SAW & MACHINE CO.,
A. W. Hofsted.

1927 a Good Year in Canadian Cooperage Trade

CHATHAM, ONT., January 10, 1928.

Editor, THE JOURNAL:

I am pleased to say that 1927 was a very good year. If there had been a good apple crop, we would have been well pleased with our turn-over, and if 1928 will pan out as well as 1927, we will be satisfied at the end of the year.

Yours truly,
THE SUTHERLAND, INNES CO. LIMITED
W. M. FLEMING, *General Manager.*

Bradstreet Says Failures of 1927 Heirs to Earlier Year's Mistakes

Commenting upon the failures which occurred during 1927, Bradstreet's Annual Review says:

"In endeavoring to obtain light as to the future, say for the next half year of trade and industry, one is impressed with the extent to which natural forces, the weather principally, seemed to shape the happenings of the year just closed.

"With the irregular results of 1927 summed up—a year of plenteous returns in financial lines and of renewed hopefulness in agriculture after a half year of discouragement, but of eight months of ebbing activity in many lines of wholesale trade and most of the heavy industries—one is impressed by the extent to which unsatisfactory farm results of 1926 united with the unseasonable weather of 1927 to make the latter year a period of reduced returns.

"The diversity of the movements of 1927, indeed, and the proof that what unfavorable results there were were largely a heritage of previous years' happenings, might perhaps make one wish that the period of annual reviews was at midyear and not placed, as it is, in midwinter, when great natural movements are unusual, and purely artificial or man-made changes are mainly visible. However, it is worth noting that the visibly chastened feeling of the American business world is mixed with a feeling that 1927, after all, was the heir of earlier years' mistakes or excesses, and that with a year of notable abstention alike from purchase and production, the ground has been cleared for freer buying, if not for immediately enlarging output.

"There does not seem to be much prospect of any lessening of the intense competition, with resulting mergers, seen in 1927, but there does seem to be visible a large measure of control alike of production and distribution, with all that this involves in the way of alleviations of costs, than was seen in previous years. The buying ability of the American people is enormous, the standards of their needs are high—never, perhaps, higher—and last, but not least, there seems to have been as the result of a perhaps unconscious feeling, a species of vacuum created which the coming year should see filled.

"Anything like one of the old-time booms in trade buying seems precluded by modern conditions of production and distribution, but an alert, enterprising and wealthy people face the uncertainties of 1928 with determination to create and distribute an immense volume of business in the year to come."

Philadelphia Quartz Buys Silicate of Soda Plant

The Philadelphia Quartz Co., 121 S. 3rd Street, Philadelphia, has purchased the silicate of soda plant and other property of the Frohman Chemical Company from the Hinde-Dauch Paper Co., which controlled it.

OBITUARY

Jacob Lapp

In the passing of Jacob Lapp, president of the Jacob Lapp Cooperage Co., Akron, Ohio, which occurred on Saturday, January 14th, THE JOURNAL lost one of its oldest friends and readers.

Mr. Lapp was 84 years of age at the time of his death, being born July 7, 1843 in Cuyahoga Falls, Ohio. His early life was spent around the cooper shop of his father, John Lapp, from whom he learned the trade.

During the Civil War Mr. Lapp served with company C, 115th Ohio volunteer infantry. After the war, he returned to his trade and after working in several other cities, settled in Akron and established his own shop. He made some of the first tight barrels for the Standard Oil Co.

He later established a cooperage plant at the old Aetna mills in Akron, making flour barrels, as well as a plant in East Akron where he made barrels for the Seiberling Milling Company.

Mr. Lapp was a member of Summit Lodge I. O. O. F., a member of Canton-Akron Patriarchs Militant, and the Akron Society of Florida.

He is survived by three children, three grandchildren and six great grandchildren. To these and to the Jacob Lapp Cooperage Company THE JOURNAL extends its sincere sympathy in the loss that has come to them.

Michael Sweeney

It is with profound sorrow that THE JOURNAL records the death which occurred early in January, of Mr. Michael Sweeney of the Canadian Western Cooperage Co., of Vancouver, British Columbia.

Entering the cooperage trade in 1889, when he founded the Sweeney Cooperage Co., Ltd., at Victoria, B. C., and through the reorganization of the above company, as the Canadian Western Cooperage Company with plants at Victoria, B. C., and Vancouver, B. C., down to the time of his passing, Mr. Sweeney was actively engaged in his chosen trade.

He was a member of the Elks, Knights of Columbus, and other fraternal organizations, and the testimonials of respect which came to him, were full evidence of the love and esteem in which he was held by his fellow men.

Mr. Sweeney is survived by his widow, five sons and one daughter, to all of whom the deepest sympathy is offered in the bereavement sustained by them.

Edward Schaperkotter

On January 15, 1928, death called another well-known figure from the ranks of the cooperage trade, Edward Schaperkotter, president and general manager of the Schaperkotter Cooperage Company, St. Louis, Mo. Mr. Schaperkotter who was 63 years of age was the eldest son of the late Louis Schaperkotter, from whom he learned his trade as a barrel maker. When the Schaperkotter Cooperage Company was organized as a corporation in 1904, Mr. Schaperkotter was elected president and general manager, and continued actively in that capacity until his death.

Edward Schaperkotter is survived by his widow, three brothers and four sisters, and to these THE JOURNAL extends its sincere sympathy in their loss.

Outlook for First Quarter of 1928 Very Favorable for Chemical Industry

The outlook for the chemical industry in the first quarter of 1928, reports Chairman John I. Tierney, of the Chemical Committee of the Atlantic States Shippers Advisory Board in a recent statement is much more promising than for the similar period in 1927. Owing to the diversified character of the products manufactured by chemical companies Mr. Tierney does not think it is possible to compile precise figures of car loadings. He believes, however, judging from reports he has received, that it is safe to estimate that the first quarter of 1928 will require 10 per cent. more equipment than was called for in the last quarter of 1927. Many factors are contributing to the more promising outlook. There is a general improvement in all industry, which is being reflected in the increasing number of inquiries, and larger volume of sales of chemicals.

Expanding Naval Stores Operations

Judge Harley Langdale of Valdosta, Ga., has added to his extensive naval stores operated by the recent leasing of the turpentining rights on the estate of G. W. Varn in South Carolina. This estate consists of about 20,000 acres of heavily timbered land and is expected to produce about 1,000 barrels of turpentine and about 3,000 barrels of rosin each year. The amount of money involved in the transaction was not made public but the size of the operation would indicate that it is one of the largest consummated during the past few months. The South Carolina operation will go under the name of Langley and Bennett. Judge Langley is extensively engaged in naval stores production in Clinch and Echols Counties, Georgia.

Stave Company Purchases Timber

The Pulaski Stave Co., recently organized at Somerset, Ky., by A. R. Humble and O. B. Vaughan, has purchased a tract of over 5,000 acres in the eastern section of Pulaski County and will put in a short timber road, a saw and a stave mill.

The Michigan Bag & Barrel Co., Detroit, Mich., has incorporated its business under name of Michigan Bag & Barrel Co., Inc., with a capital stock of $10,000.

New Data on Kiln Drying Issued by Standard Dry Kiln Company

Dry kiln instructions and data are always of help to kiln operators and owners. The increasing interest in better kiln drying makes especially valuable to the cooperage industry the large new kiln book issued by The Standard Dry Kiln Company.

The book contains 72 pages and has an unusually large number of illustrations both of actual kiln layouts and of ideal plans. From this standpoint it furnishes much useful information for anyone planning new kilns or remodeling their old drying equipment for greater efficiency and profit.

The book also has a section devoted to actual data such as humidity curves, tables of steam values, etc. There is also a large section devoted to a description of the many useful accessories needed with kilns, as well as a number of new devices now available. It is a most comprehensive publication on the subject of kiln drying.

The Standard Dry Kiln Company, 1521 McCarty Street, Indianapolis, Ind., will be glad to mail copies of their new dry kiln book on request.

Ozark Company Buys Standing Timber

The White River Hardwood Co., which is discontinuing operations at Augusta, Ark., has sold to the Ozark Co., Memphis, Tenn., manufacturers of slack cooperage stock, its steamboat "Karlina" and standing timber on 11,000 acres of land. The White River Hardwood Co. retain the mill proper and the acreage and manufactured lumber in the yards. Amount of money involved in the sale was not made public.

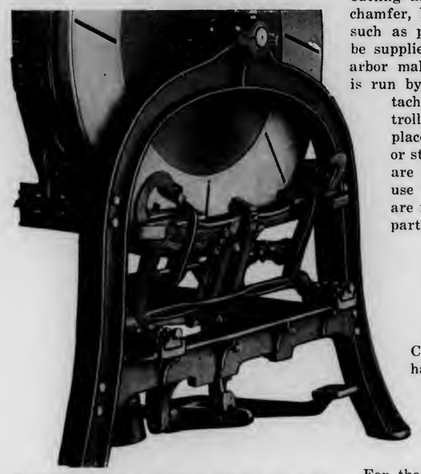
The White River Hardwood Co. has operated a hardwood sawmill here for the past 12 years and is now being liquidated. The property here is owned by C. C. Heckart and W. M. Sale. Captain F. E. Paul, pilot of the "Karlina," will probably be retained by the new owners while H. E. Herring, office manager, will go to Memphis.

Wood Stave Pipe Wins Over Iron and Steel

The Federal Pipe Co., of Seattle, Wash., has been awarded the contract for 3½ miles of Douglas firwood stave pipe 12 inches in diameter, by the commissioners of Forest Grove, Ore. Wood stave pipe won the contract in close competition with cast iron and steel. It was brought out in the studies made by the commissioners that the life of a good wood stave pipe was at least thirty years; that a pipe of a more durable material with a life of a fifty or sixty years, costing twice as much as fir, would be more expensive, interest alone considered, than would be two sets of wood piping—because simple interest, at 5 per cent., equals the principal in twenty years.

Oram's Equalizing Stave Jointing Clamp

To permit the jointing of staves of uneven thickness with as little trouble as possible, and to prevent jointing what are known as "Paddle End" staves, the John S. Oram Company, Cleveland, Ohio, who are always improving their line of cooperage machinery, as well as perfecting new devices, have placed on the market an



Equalizing Stave Jointer Clamp to hold staves tight during the process of jointing uneven staves.

The Oram Jointer shown in the illustration is equipped with Equalizing Stave Jointer Clamps. These stave clamps are easily attached to any Oram Jointer now in use that is equipped with the standard style of apron.

Further information concerning the Oram Equalizing Stave Jointing Clamps will be furnished upon request to John S. Oram Company, Hamilton Avenue and East 53rd Street, Cleveland, Ohio. Incidentally, if you have not as yet secured a copy of the Oram No. 27 catalog, and a list of the cooperage machinery supplies manufactured by the Oram Company, we suggest you send in your request immediately. Both the catalog and list will prove a valuable addition to your file.

Liberty Crozing, Chamfering and Equalizing Machine

Durability and economy are among the qualities which the Liberty Machine Company of Liberty, Maine, claim for their crozing, chamfering and equalizing machine.

This machine was originally designed about 15 years ago, by Mr. F. P. Bennett of F. P. Bennett and Co., which company the Liberty Machine Company succeeded, and since that time it has constantly been improved and refined in line with the policy of the Liberty Company to keep pace with progress.

Concerning the Liberty Crozing, Chamfering and Equalizing Machine, its manufacturers say:

"This machine has an average capacity of 12,000 staves per day, and is adjustable to any length of stave from keg size up to 32 inches. It is equipped with heads for cutting the conventional type of croze and chamfer, but cutter heads for special jobs such as plug head or bottom barrels can be supplied. Both heads run on the same arbor making a one belt drive. The feed is run by means of lags spaced on a detachable link chain. The feed is controlled by a handle conveniently placed so that the operator can stop or start the feed in an instant. There are over 1,000 of these machines in use at the present time. All parts are made by jig, so that replacement parts are sure to fit."

Chickasaw Wood Products Company Organizes Furniture Subsidiary

The Chickasaw Wood Products Company, Memphis, Tenn., which has manufactured cooperage and other wood products since 1882, has added another line of industry in the organization of a furniture manufacturing subsidiary.

For the past three years this company has been furnishing kiln-dried, ready to use dimension lumber for the furniture trade. Now, however, most modern dry kilns have been developed, and the plant equipped to produce a high grade of furniture. The services of E. R. King, formerly president of the King-Haas Furniture Company, have been secured as manager of the new furniture plant, and production of bedroom and dining room furniture will begin almost immediately.

The new organization will be known as the Chickasaw Furniture Manufacturing Co., Division of the Chickasaw Wood Products Co.

The best wishes of THE JOURNAL are extended to Walker L. Wellford, president of the Chickasaw Wood Products Company, and to the company for the full success of this new venture.

1927 a Record Year of Activity in Cement Industry

A record year of activity is the report of the cement industry for 1927. According to the Bureau of Mines, there was an increase in production last year of 7,378,000 barrels compared with the 1926 peak, and a gain of 8,735,000 barrels in shipments.

At Line Fork, Ky., the Yost Stave and Tie Company has purchased 300 acres of timber land. Cutting will be started immediately.

Among the Barrel Users

The Birmingham Glass works, Birmingham, Ala., has been incorporated with a capital of $25,000 by Wm. T. Budham, and others.

Borden Co., 350 Madison Avenue, New York, has let a contract for erection of a milk plant at Macon, Miss.

Table Queen Products Co., 506 N. 2nd Street, St. Louis, Mo., manufacturers of preserves and other table delicacies, have acquired a site for the erection of a plant.

Carolina By-Products Co., Greensboro, N. C., has been chartered with a capital of $25,000 to manufacture lard and other products.

The Iowa Soap Co., Burlington, Iowa, are planning the erection of a new addition to their plant to cost $100,000.

J. R. Greenlee Company, Bellaire, Ohio, has purchased the plant of the H. Northwood Glass Co., Wheeling, W. Va. New and modern machinery will be installed for the manufacture of glass tableware, and like products.

The Standard Oil Co., of California, will erect a refinery to cost $750,000 on a tract purchased near El Paso, Texas. The capacity will be 10,000 barrels of petroleum products daily.

C. E. Forrester, Ola, Ark., is rebuilding his stave mill recently destroyed by fire.

CANADA BARRELS & KEGS LIMITED

Always in the Market

for

BOURBON BEER
WINE TIERCE
GLUCOSE PORK

STAVES & HEADING

WATERLOO - ONTARIO

Forests and Flood Control

Forests and Floods is the title of a bulletin just issued by the Forest Service, which points out that engineering works for flood control on the Mississippi River should be supplemented by the improvement of surface conditions in the entire basin through forestry, sodding, and terracing of steep plow lands so as to hold back rainfall and reduce erosion. Ward Shepard, forest inspector, author of the bulletin, advocates that the land surface drained by the river system be put in the best possible condition to absorb rain water while it is spread harmlessly over the surface and before it attains mass and speed in stream channels. Vigorous, dense vegetation, especially forest and grass, is one of the principal means of maintaining good surface conditions.

While recognizing that levees, diversion channels and other engineering works to cope with water concentrated in the great masses in river channels are the primary means of flood control, the Forest Service asserts that the beneficial effects of forest cover in retarding run-off and erosion have been established by authoritative observation and experiment in many parts of the world. In order to get the maximum benefits of forest cover in the Mississippi basin, it is essential according to the bulletin, that public ownership of forests, especially in the mountains, be extended.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

SECOND-HAND BARRELS FOR SALE

FOR SALE—Several carloads of fresh empty malt barrels. Several carloads recoopered barrels, washed inside and outside. Barrels are paraffined, silicated or glued and ready to fill. Also have beer kegs for sale. Make best offer. Address JOHN M. REISER & SONS, 620 Portland St., Baltimore, Md.

WANTED—1,000 witch hazel barrels (hardwood and white oak); 2,000 galvanized iron pork barrels; 1,000 black iron pork barrels; 1,000 empty oil drums. Also, we are in the market for second hand sugar barrels, oil barrels, Crisco, and hardwood milk barrels. What have you to offer? Address THE WHITNEY BARREL CO., 117 Linwood St., Somerville, Mass.

FOR SALE—3,000 galvanized hoop 200-lb. pork barrels, (once used, all bright). Will sell all or part. Make us an offer. McLOUGHLIN BROS., 82nd and Eastwick Ave., Philadelphia, Pa.

MACHINERY WANTED

Keg Hoop Driver
Keg Punching Machine
Keg Riveting Machine
Keg Lathe
Keg Heading Up Machine

Machinery must be in first-class working condition, and subject to inspection. "Machinery," care of "The National Coopers' Journal," Philadelphia, Pa.

WANTED—Complete set of tight keg machinery for manufacturing one-, two- and three-gallon kegs. Give full particulars. D. W. RYAN COOPERAGE CO., 1634 Besly Court, Chicago, Ill.

HELP WANTED

WANTED—Competent man to do grinding and millwright work in cooperage plant. State wages expected. Apply Millwright, care of "National Coopers' Journal," Philadelphia, Pa.

PLANTS FOR SALE

FOR SALE—A tight barrel machine cooperage shop. Address "Shop," care of "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—Going tight barrel stave business. Unlimited supply of gum and ash timber available. Located Eastern N. C. On A. C. L. R. R., also hard surfaced highway. For more information write P. O. Box 244, Warsaw, N. C.

FOR SALE—Slack cooperage plant. Can sell any kind of fruit package. Best location in Hudson Valley Fruit Belt, one acre land, 11-room house, new garage, plenty storage, 2½-tons truck. For full information write owner, PHILIP H. FONDA, Clermont, Columbia County, New York.

POSITION WANTED

COOPER desires steady work on slack barrels. Any location will be okay, but prefer the West. Can furnish references. Address "Cooper," care of "The National Coopers' Journal," Philadelphia, Pa.

WANTED—Position as superintendent or foreman of tight barrel stave and heading plant. Thoroughly understand the upkeep of all stave and heading machinery, filing and grinding, boilers and engines, and dry kilns. Am strictly sober, and extra good on handling labor. Address "Position," care of "The National Coopers' Journal," Philadelphia, Pa.

WANTED—A job filing a barrel saw, or running a mill. My work is guaranteed. Address D. J. SATTERFIELD, Chicot, Arkansas.

SECOND-HAND BARRELS WANTED

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Oram Co., The John S., Cleveland, Ohio 14-15

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Oram Co., The John S., Cleveland, Ohio 14-15
Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. F. C.
Weimar Engineering Works, Philadelphia, Pa. 13

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U. S. Bung Mfg. Co., 50 S. Second St., Brooklyn, N. Y. ..... *

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Trevor Manufacturing Co., Lockport, N. Y. ..... I. F. C.

SECOND-HAND BARRELS

Page
Heidt & Son, C., Jersey City, N. J. 25
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 25

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y. ..... *
Greif Bros. Cooperage Co., Cleveland, Ohio 3
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Jerry & Co., Stephen, Brooklyn, N. Y. 4
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa. 25
Skuse's Cooperage, Rochester, N. Y. 24
Walsh Sons, Morris, Pittsburgh, Pa. 4

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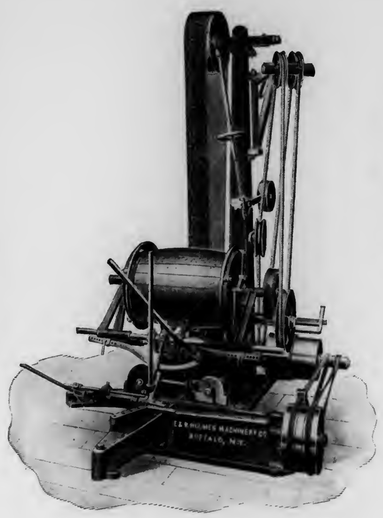

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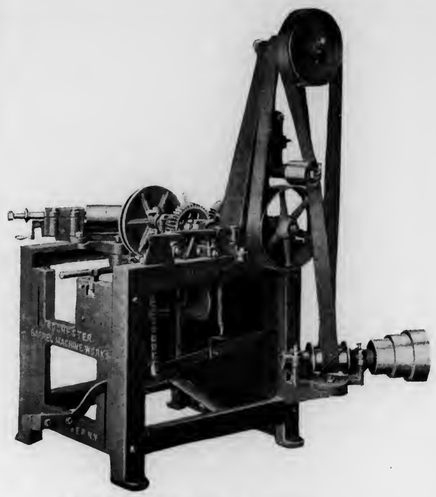

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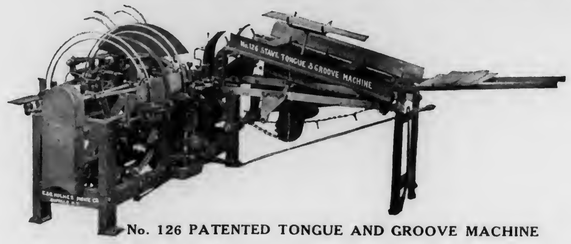

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THE MAIN FEATURE

of the Convention, however, will be the consideration of an intensive Trade Extension and Publicity Campaign for the Wooden Barrel. The Trade Extension and Publicity Plan already submitted to Association members will be found elsewhere in this issue of THE JOURNAL. This plan will be placed before the Convention for adoption. We want the benefit of your views and experience in the inauguration of a plan so highly important to the cooperage trade.

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The National Coopers' Journal

FORTY-THIRD YEAR | Philadelphia, March, 1928 | $2.00 PER YEAR VOL. XLIII, No. 11

Excellent Outlook for Continued Good Business in New Orleans

Sufficient Volume of Orders to Keep Coopers Operating Steadily—Careful Watch Must be Kept on Activities of Substitute Containers in Produce and Other Fields

During the week in which this is written, business in New Orleans has been absolutely at a standstill, yet there is nothing alarming about this. The Louisiana man takes his troubles much less seriously than he does his fun. Last spring when the flood destroyed his crops he accepted the loss as a natural incident of the season's work, replanted his fields as soon as the water receded, raised a fine crop, harvested it, planted the same fields again, and now that he has a splendid crop ready for gathering and a good market calling for his products, he quits work, rushes to town and enjoys the carnival with the enthusiasm of a boy of fifteen. This is an admirable trait, and no one who knows what results he can produce when he does work will grudge him a few holidays in the week preceding Lent.

Produce Trade Will Continue Good for Some Time

Now that the carnival is over a steady, soaking rain has set in, and there are likely to be a few more days during which no field work can be done, for a Louisiana February is very much like an Indiana April, false, fickle and uncertain. It is a mystery how crops can grow, but they do grow, and the difficulty is in harvesting them. When they are harvested there is but little difficulty in getting them to the shipping points, for the roads have been greatly improved during the last few years, and everybody who has much hauling to do now uses motor trucks. For some time to come business in the vegetable industry will be good, the volume of the business depending on the quantity of the rainfall in the fields.

They Always Come Back to the Wooden Barrel

If the coopers supplied the containers for all these vegetable shipments, or even for half of them, they would have trouble in supplying the demand. Many of the larger items, however, are not usually shipped in barrels, the cabbages, for instance, going out in crates. Still there is enough of the vegetables for which the barrel is the only legitimate container to keep the shops busy, and the only trouble is in keeping the business from going to the competitive substitute package.

A great many barrels are being used for onions, turnips, carrots and radishes, for the barrel is especially adapted to these products, though now and then a shipper will experiment, to his own disadvantage, by using hampers even for carrots and radishes, then he will change back again to barrels.

There is almost always some demand for potato barrels, which are now whitewashed inside, to improve the keeping qualities of the contents. The ease with which it can be whitewashed on the inside is another good point in favor of the barrel as a container for new potatoes, though without that it is the only package that will save the soft skins of new potatoes from injury in transit.

Wooden Barrel the Best Protector for All Vegetables

Celery is often packed in crates, but if you saw a good sized shipment of barreled celery, and noticed how neatly and securely the bunches can be fitted into the barrel you would at once decide that the barrel was the right package for celery.

Sea Food Industry Buys a Considerable Number of Barrels

Some slack barrels are now being used for oysters in the shell, and also a few tight barrels are required for shucked oysters. The shrimp business is now good, and is taking quite a number of barrels, ordinary grade of barrels being used for the rough, freshly caught shrimp, and barrels of a very high grade for the dried product.

Demand for Soap Stock Barrels is Growing

The term "soap stock" to the average mind suggests waste products from the slaughter house, but here it means some products of the vegetable oil industry, and is a very important article of commerce. It is often of high quality and frequently looks, and smells, good enough to eat. The demand for soap stock barrels is steady and growing, and fair sized orders are frequently received.

The Call for All Types of Syrup Barrels Has Improved

The rock candy syrup industry is not by any means new, though some of us never heard of its existence until it began calling for barrels and kegs, of which it now uses a considerable number, many of the kegs being of small size, though of good quality.

The demand for other syrup barrels has improved somewhat, for the shippers' tanks are filled up, and barrels for shipping purposes are necessary.

The Artistic Side of the Cooper's Trade

Some of the finest specimens of the coopers' art that have ever been produced in this city are in the form of small cedar buckets, with brass hoops and handles, made by a local firm that is engaged in the manufacture of all kinds of cedar products. They are things of beauty, and are useful besides. Other very fine packages are small buckets, with staves, bottoms, hoops and covers all made of white wood. They are not made here, but are displayed in the windows of dealers in sporting goods, and are used by sportsmen as containers for shotgun shells, for which they are the best and most convenient containers possible.

The highly ornamental barrel for soft drinks or for drinking water is now an established institution, and a great many of them are made. They are of various sizes, the full sized barrels for the use of dealers, and small kegs for family use. They are carried in stock by up-to-date dealers in store fixtures and house furnishings.

Value of Sugar Cane Land Increasing

A pleasing evidence of the returning prosperity of the sugar industry is seen in the increased value of cane lands. Several plantations that during the slump in the sugar business had been on the market, offered at almost any price, have changed hands at good figures, while others have been withdrawn from the market, as the owners have found that the sugar business is to again be profitable.

Export of Cooperage From New Orleans

The chief exports now are slack barrel shooks for Cuba, with occasional small orders for empty tight barrels. A good many staves and heads, both tight and slack, are also being shipped to Mexico. There is some activity in the rough stave market, the trade being with various European countries, though some of the stock shipped to France has some Northern or Western African port as its final destination.

You can see this business being done along the harbor front, and know that

stock is being shipped, but it is hard to get the exporters to admit that they are doing anything, for they are still lamenting the passing of the good old days when the rough stave industry was the chief business of an important section of the city.

The Barrel Dealer Has His Troubles, Too

Some of the dealers in used barrels find conditions rather trying, for they are always watching their chances and buying up all lots of used barrels that are offered, regardless of their needs. They pay cash on the dot for these barrels, then hold them, after re-conditioning them, until they have sale for them. They know their market, and know that sooner or later there will be a demand for all packages of this kind that they can get, but when the demand is postponed, owing to bad weather or other conditions, they find their warerooms are filled up and their cash tied up, and then when the orders come in the buyers may take thirty days for paying the bills. Of course the buyers are good pay, but the cooper sometimes finds it hard to pay spot cash and then wait for his returns, and thinks this spot cash business ought to work both ways.

Cooperage Business in Buffalo Termed Fair

Slack cooperage shops have a fair amount of business on hand, but there is not the active demand that is sometimes seen at this season. A lull seems to be prevailing in the flour trade just now, as well as in many other lines, and how long it will continue the coopers are unwilling to predict. The industrial situation as a whole in Buffalo is not called satisfactory, as most plants are running on short time, but the cooperage shops are doing about as well as those in most lines.

Export Flour Business Favors Buffalo

A large percentage of the export flour business is said to be coming to Buffalo, owing to the favorable location of the mills here, and they are operating at closer to capacity, it is said, than are the mills in Minneapolis. Where milling companies have plants in both cities they fill most of their export orders here. The export flour movement has continued fairly active recently, though for the latter half of last year statistics show that the shipments of flour from this country were about 10 per cent. smaller than in the corresponding period of 1926.

Too Early For Any Predictions as to Apple Crop

Not much is being said nowadays about the probable size of this year's apple crop, and it is of course too early to make a fair estimate. Many growers think the crop will be smaller than a year ago and say that damage has been done to the trees by the sudden changes in the weather. The mild weather swelled the buds and it is feared that they were harmed by the cold waves that succeeded. The damage, however, may be overestimated and this will have to be determined later.

New York Counties Forming Forestry Commissions

Interest in reforestation is widespread in this State and many counties, including Erie, in which Buffalo is located, are appointing county foresters and planning to set trees on waste land. Chautauqua County took the lead in the appointment of a forester and many other counties have quickly followed suit. In Wayne County white pine trees set out twenty years ago are now five and six inches in diameter. European larch and poplar have also made rapid growths.

A New Kraut Factory for Holcomb, N. Y.

The village of Holcomb, in Ontario County, N. Y., is to have a new industry, a kraut factory to be established by the W. N. Clark Canning Co., of Rochester, which already has a canning factory at Holcomb. Employment will be given to about twenty-five women and fifteen men.

Notes of the Buffalo Trade

Fire recently caused damage of about $15,000 to the second-hand barrel plant of the H. Feldman Co., 1 Watson Street. The blaze started in a corrugated iron building in the rear of the main plant and the flames spread to the latter building. A large number of second-hand barrels were destroyed.

H. T. Pennypacker, president of the Quaker City Cooperage Co., recently made a week's visit to his old home in Wilmington, Del. He states that the cooperage trade is fairly good at this time.

Alfred M. Little, of the Niagara Cooperage Co., Lockport, N. Y., is now enjoying a vacation of several weeks at St. Petersburg, Fla., where he spent most of the winter two years ago. He made the trip South by automobile.

Tight Cooperage Outlook in Great Britain Much Better—J. C. Tinkler

The New Year opened rather slowly. The chief interest of the trade has been centered in palm oils, as one of the new West African motor boats has arrived with the first cargo of palm oil shipped in bulk in the ship's tanks.

It is too early yet to know whether the shipment is a success or not, but it is bound to have an effect on a very old part of the cooperage trade here.

In ordinary tight lines, the demand has been, if anything, better than for some time past and if the inquiries are really given with a view to business resulting, things should brighten up somewhat on this side. Very few coopers can have made a profit last year

In slack cooperage lines this is the quiet time of the year, and it will probably be March or April before the usual revival sets in.

Good Average Demand for Barrels and Barrel Stock—C. M. Van Aken

There seems to be a fair demand for cooperage in this locality. Potato people have been quite optimistic. They have placed sufficient orders for short hoops to clear out the market and stimulate the price considerably. There is not as much optimism among the apple trade with regard to the barrel demand for the coming year. They are slow in ordering and as a result 5′ 6″ and 6′ 0″ hoops which are the sizes they use are not moving out as rapidly as most of the mills would like. There is a reason for this conservatism on the part of the apple people. They realize that while crop conditions are favorable up to the present time, there are so many things that can happen between now and the time the fruit is ready, that the farmer cannot feel sure of his crop until after it is picked and packed, and apple profits do not justify paying for material not needed even if the money was available to do it with. Of course, as time goes on one after another of the uncertain periods will be passed and one after another the apple barrel makers will place orders, but it is quite likely that the orders will be spread over a several months period rather than being bunched into a short space of time. As has been said, crop conditions up to the present time are favorable and deferred buying of cooperage is very largely a "mental hazard," but a mental hazard on the part of the buyer of cooperage is just as bad for the shipper as the same sort of a hazard is for the drive of the golfer.

We expect that during the spring some fruit sections will be hit with frost, some sections will be injured with weather that is too wet, or too dry, or too many insects, but in spite of all of these things there will be apples and furthermore, in spite of the baskets used for apples, there will be the need for barrels. It is our business to be ready to supply the material for these barrels when the people want to buy it.

The first two months of the year have shown an average demand for cooperage in this locality and while most of the people are not booked ahead as far as they have been some other years, still, it is not unlikely that the months as they roll by will show a fair volume of business the same as January and February have already done.

Whitehouse Barrel Company Installs New Plant

The Whitehouse Barrel Company, Hastings, Fla., has leased a building in New Smyrna, Fla. Equipment will be installed to manufacture 300 barrels daily.

Mr. Carl G. Gaskill has become the new manager of the Norfleet Barrel and Box Co., of Suffolk, Virginia, which manufactures potato and fish barrels. Mr. Gaskill succeeds Mr. M. S. Snowden who resigned that position.

Cooperage Conditions Continue to Improve in Louisville

Outlook Much More Favorable—Cooperage Stock Supplies Held by Coopers Are Not Large—Eastern Jobbers Making Inquiry for Tight Barrels and Kegs

Although there has not been any large increase in the cooperage business over the previous month, conditions have been improving a trifle and the outlook is considered as somewhat brighter. Buying fell off sharply in the late fall and over the December and January period, but February orders and inquiries for tight packages have been much heavier in volume. In the slack barrel business conditions are rather quiet, and not much activity is anticipated until the produce trade starts shipping potatoes and other stuff East and North in the spring and early summer. Flour barrel demand has been very light.

Substitutes for Wooden Barrel Continue to Extend Markets

The tight barrel continues to feel the steadily growing competition from metal containers, especially "one time shippers" so largely used in the oil, paint and varnish industries. There is an absolute need for wooden barrel propaganda to offset the selling compaigns of these substitutes.

Louisville Cooperage Manufacturers Interested in Agricultural Conditions

Local manufacturers are very much interested in the agricultural outlook in the South. Experts claim that sharp freezes in many parts of the cotton belt should eliminate a considerable portion of the boll weevil trouble, and if the floods of last year are not experienced again, which is not considered as likely, a big cotton crop should result. Prices were good the past season, and with favorable conditions the acreage will be larger than that of last year.

Supplies of Stock in Hands of Coopers Not Heavy

From all reports received, the production of cooperage stock has not been heavy at all, and if an active demand should develop, it is the belief of some that staves and heading may not be any too plentiful. Coopers have been operating with light stocks on hand, buying new material only when needed, and there is a possibility of heavy buying later in the event of an increased demand for barrels and kegs.

Jobbers of Tight Packages in East Making Inquiries for Future Supply

According to information received, jobbers of tight barrels and kegs are beginning to send in their inquiries.

The Question of Medicinal Whiskey Again Comes to the Front

If prophecies mean anything it may not be so long now before there is some whiskey making, that is legally, within the State of Kentucky. It is reported that the R. E. Wathen & Co. distillery at Louisville, which is one of the plants merging into the $25,000,000 American Medicinal Spirits Corporation, is being placed in shape to operate and that crews of men have been working day and night in a rush program for remodeling. This may be merely for the purpose of being ready and being able to accept a contract for immediate production, in the event that Washington finally issues permits. On the other hand nothing can be discovered in the way of information regarding inquiries or arrangements for any whiskey packages. If distilling is again indulged in the question is, where is the necessary bourbon quality stave and heading stock to come from, and in sufficient quantities to supply packages daily for a big plant or plants in operation?

Where Could the Barrel Stock Be Secured?

With the steady reduction in the former vast timber stretches of the country it is a question as to where future supplies of quality stave and heading material are to come from, especially the old grade known as bourbon material. At the annual meeting of the Southern Forestry Congress in Louisville on February 14th and 15th, some very interesting information was brought out regarding dwindling virgin forests, and conservation methods to save timber from fire, and for reforestation. It was claimed that the farmers' woodlots will eventually represent a considerable portion of the timber moving to mill, and that there will be numerous small local mills, cutting the local logs. One speaker told of how in the East he had seen small mills cutting ice cream pail stocks out of small stuff that in the pioneer days would hardly have represented a good pile of fire logs, and composed of small trees, crooked trees, and stuff that was no bigger than a large limb to a big virgin tree.

Kentucky Has Reforestation Laws Under Consideration

Much interest was shown in reforestation laws now before the Kentucky Legislature, and backed by State Senator N. U. Bond, of Jackson, Kentucky, head of the Bond-Foley Lumber Co. One bill would provide for forest reserves, under a plan whereby the owner could deed over properties for reforestation to the State. Such properties could be taken up any time within five years by paying back taxes on the basis of the last previous assessment. Otherwise they would become property of the State, but the original owners and his assignees would share in the eventual sales of all timber cut from the properties, as it became marketable. The original owners would receive three-fourths and the State one-fourth of the proceeds, thus relieving the owner of taxation and other upkeep costs, and making it possible to encourage replanting of cut-over lands. Taxation over long unproductive periods is what has killed reforestation.

Among Barrel Makers and Consumers in Louisville

Arthur Herb, of the Atlantic Tank & Barrel Corporation, has recently returned to Louisville from the East. When asked about reported plans for the company to start production of kegs as well as barrels and half barrels, Mr. Herb stated that a decision had not been reached as yet, but probably would before long. It is generally believed that the company will undertake to make kegs at either the Hoboken, N. J., or Louisville plant, and probably at both.

J. N. White, Louisville Cooperage Co., reported that the company was still cutting some staves and heading in the Louisiana plants, but that it was waiting for improved weather and better roads in Eastern Kentucky before it would resume operations there. Discussing the package business, Mr. White remarked that while business was still quiet, both orders and inquiries had improved over last month, and that the general situation looked just a trifle better.

The paint and varnish as well as lacquer industries in Louisville have made considerable headway over the past few years. The J. F. Kurfees Paint Mfg. Co., Louisville, has just announced a $150,000 addition to its large paint plant at 201 East Market Street. The Charles R. Long, Jr., Paint Co., just a few months ago occupied a fine new plant on Hill Street, and added varnish and lacquer departments. The Peaslee Gaulbert Co., General Varnish Co., Sun Varnish Co., Schaefer Varnish Co., Jones Dabney Varnish Co., Louisville Varnish Co., and a number of other concerns had very good years.

It is reported from Paducah, Ky., that the Paducah Cooperage Co., while not rushed, is operating on a good schedule.

The Chess & Wymond Co., Louisville, has filed suit against the Internal Revenue Department for recovery of $8,721.69, charging that it paid $1,795.02 excessive tax in 1922, and in June, 1927, an additional amount, under protest, demanded by the revenue department for 1922, all of which the company claims is in excess of the amount that should have been paid on the basis of company earnings of that year.

Naval Stores Company Installs Stave Plant

The Acme Products Co., which operates a turpentine plant at DeQuincy, La., is constructing a stave plant, to be operated in conjunction with their present plant.

The Acme Products Co. has been manufacturing turpentine, pine oil and rosin from stumps secured from the cutover land in that section, buying approximately 150 barrels daily to accommodate the output. The new plant is expected to take care of this department.

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The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

IMPORTANT ARTICLES IN THIS ISSUE

Editorials.
Wants in Cooperage Lines.
You Are Called to Battle for the Wooden Barrel.
Naval Stores Industry Hold Successful "Get-Together" Conference at Savannah.
Trade Conditions in Barrel Using Industries.
Col. Greeley Resigns as Chief Forester of United States.
1927 Exports to Canada Exceed 1926 by Nearly $100,000,000.
Excellent Outlook for Continued Good Business in New Orleans.
Cooperage Conditions Continue to Improve in Louisville.
Proposed Regulations for Export Herring Barrels in Netherlands.

No More Marking Time for the Cooperage Industry—Trade Extension Campaign Should Work Wonders

WITH this issue THE JOURNAL carries to its readers the announcement of what we have been urging for so long, an aggressive Trade Extension Campaign plan in behalf of the wooden barrel, the full details of which we feel confident every cooperage and cooperage stock manufacturer will familiarize himself with and then act immediately.

The plan, formulated by the Trade Extension Committee of The Associated Cooperage Industries of America, and published in booklet form, opens with a broadside of actual truth, the force of which we cannot help but believe will awaken at once our entire trade from the inertia which has so long ensnared it.

In its opening call to the cooperage trade for action in saving its business life, the Trade Extension Committee says: "The Cooperage Industry must fight. It must fight the forces that menace its advancement indeed, its very existence. But first of all, it must accept the facts. It must face the menace—consider it—analyze it—and then take action to combat it."

Truly the Cooperage Industry must fight, and it must fight hard and continuously, if victory is to be won. Moreover, the battle must be in the open, not within convention halls, or in group discussions. The battle field must be the open field of industry where every shipping container trade may view the contest so that the superiority of the wooden barrel, for both storage and transportation of products may be conclusively demonstrated to all who watch the fray.

It is not going to be a short fight, nor is it going to be an inexpensive one. Setbacks must be looked for; many obstacles will have to be overcome; disappointments will be experienced, but the rewards of success will ultimately and gratifyingly rest upon the standard of the cooperage industry—upon the wooden barrel—if every member of the trade will enlist in the cause.

Publicity and advertising are the two strong weapons the Cooperage Industry should call into action in its trade extension fight. These are the weapons of modern business warfare employed by the forces opposed to the wooden barrel.

As the Trade Extension Committee specifically points out in its message, the bag, box and metal container industries have made their far and wide claims for the patronage of the consuming trades through the powerful medium of publicity and advertising and these claims made to the users of wooden barrels by the substitute container industries have pulled business from the wooden barrel manufacturers to the profit and benefit of the substitute man.

There is no secret formula in the trade and business success of the substitute containers. These manufacturers have used modern methods of selling and propaganda while the cooperage trade has allowed itself to be lulled into inactivity, with the result that the box, both wooden and fibre, the bag, and the metal container have secured the business rightfully belonging to the wooden barrel with little or no opposition from the wooden barrel trade.

Watchful waiting for an increased cooperage business will avail us nothing. No matter how high grade the quality of the wooden barrel, it will mean nothing in the way of extended markets unless the shipping container user is told about these qualities. We must "tell 'em and sell 'em" the superiority and distinct advantages of the wooden barrel over *all* other shipping packages.

The Trade Extension and Publicity plan as submitted by the Association's Trade Extension Committee calls for a Trade Promotion Campaign for a period of three consecutive years, sufficiently supported financially to insure complete success. It includes the employment of a trade extension man with engineering qualifications and expert knowledge of shipping containers. It calls into action wooden barrel advertising in consuming trade publications, extolling the merits of the wooden barrel as a shipping package, and offering the services of the trade extension engineer in solving the shipping container problems of the consumer. Further, it recommends the compilation and distribution of booklets and pamphlets broadcasting information pertaining to the use of wooden barrels in the various industries, their advantages, economy, etc.

The proposed plan is sound, logical and efficient. To endeavor to accomplish practical results in less than three years, and without the expenditure of sufficient money, would be doubtful policy. A continuous, progressive and comprehensive campaign over a period of three years will without question bring to the cooperage trade returns that will not only warrant the expenditure made during that period by the splendid increase in business and the extended markets developed for the wooden barrel, but we unhesitatingly predict that a campaign carried out as planned for three years will work such miracles that our industry will not only continue its trade extension work but will increase it.

As to the financial side of the campaign, it is estimated that $25,000.00 a year for each of the three years will be the amount required. To raise these necessary funds, the committee recommends that $1.00 per car be paid for each car of staves, heading, or hoops shipped by manufacturers, handled by brokers, and received by barrel manufacturers. There is a provision, however, that the subscription to the campaign fund be made with the understanding that unless $25,000.00 is assured the obligation to pay the $1.00 per car ceases. That this financial arrangement is an equitable one, we think all will concede and it should not work a hardship on any cooperage or cooperage stock manufacturer or broker to subscribe to it.

A concrete Trade Extension and Publicity Campaign plan has now been submitted, and THE JOURNAL earnestly hopes that not only every member of The Associated Cooperage Industries of America, but also that each and every member of the entire cooperage trade will consider the Plan, with an open coöperative mind, approaching the proposition from the viewpoint of the good of the cooperage trade as a whole. Industries competitive with the wooden barrel, as well as those non-competitive with the wooden barrel, are accomplishing noteworthy results through trade promotion and publicity campaigns, and this same success can be duplicated by the cooperage industry if everyone in the trade, both Association member and non-Association member, will combine in the defense and advancement of the wooden barrel by joining in the Trade Extension and Publicity Campaign, as proposed by the Association's Committee.

To those of our trade who are Association members, we urge that they get behind their trade body by sending in the subscription blank mailed to them, properly filled out, and signed. To those who are not Association members, we say, remember that it is the cooperage trade, your trade, and your own business, that will benefit from the Trade Extension Campaign, and contrariwise it is your own trade, your own individual business that will suffer from a continuance of the passiveness which has characterized the cooperage industry for so long, and in remembering this, decide now to join the wooden barrel trade extension campaign of The Associated Cooperage Industries of America, by filling out, signing and mailing at once the pledge of loyalty to the wooden barrel which will be found on page 18 of this issue.

For over forty-three years THE JOURNAL has been working unceasingly and tirelessly for the wooden barrel. During all these years we have seen many changes in our industry and while we acknowledge the deep regrets experienced because of the loss of wooden barrel business we also must acknowledge that deep as these regrets have been they have little compared with our disappointment over the lack of fighting spirit on the part of the Cooperage Industry in adequately defending the wooden barrel. For we still hold, as we have ever held, that the cooperage trade could have at any time during the past years protected its business interests by fighting for the wooden barrel. What might have been does not check our faith in *what can be done here and now.* Trade recovery and business increase lie in the effective working of trade extension promptly started, aggressively pushed and steadily continued.

In subscribing to the support of the Trade Extension and Publicity plan, let us get back to the spirit which prevailed during the war. Let us give, and let us give until it hurts. To delay action now would be dangerous. It is your business, Mr. Cooperage Man, that you are supporting when you contribute to the wooden barrel campaign fund. It is your business that will reap the benefits which will accrue from the campaign. It is you who will individually be the gainer from every dollar spent in advertising the wooden barrel, and in extending its use. There is no time to be lost. "Now is the acceptable time." Get into action at once, and enroll under the banner of the Wooden Barrel for three year's service.

WANTS IN COOPERAGE LINES

J. T. Mason, Hancock, Md., wants information and prices on machinery to manufacture barrels, baskets and boxes.

* * *

Twin City Cooperage Co., 806 Fourth Street, North, Minneapolis, Minn., is in the market for glucose, molasses, hard and softwood lard barrels, and steel drums.

* * *

Manhattan Barrel Co., 517-519 Jackson Street, Hoboken, N. J., is in the market for a double tumbler wash machine for the purpose of washing second hand steel drums on the inside, that is, two at one time in operation.

* * *

We desire information as to a source of supply for small wooden kegs of one-pound one-half-pound capacity. This keg need not be waterproof as it will be used as a novelty container. It may be made of slack stock, and the crudity of its construction would make very little difference. Address "KEG", care of THE NATIONAL COOPERS' JOURNAL, *Philadelphia, Penna.*

The Walsh Cooperage Company Succeeds Morris Walsh Sons

An important change which took place in the cooperage trade during February was the disposal of the new slack barrel contracts and business of Morris Walsh Sons, Pittsburgh, Pa., to the Sandusky Cooperage and Lumber Co., St. Louis, Mo.

The Walsh Cooperage Co., Morris Walsh, Jr., Manager, succeeds Morris Walsh Sons and will operate all other branches of the Walsh cooperage interests, with the exception of the Tunis Heading and Stave Company, Tunis, N. C.

Thomas A. Walsh, formerly president of Morris Walsh Sons, will direct the operations of the Tunis Company and will handle the sale of its output independent of The Walsh Cooperage Company.

"The Wooden Barrel—The Tried and Proved Container"

In the January number of that nifty little reminder, *Thru The Bung Hole,* issued monthly by The National Cooperage and Woodenware Company, Peoria, Ill., there appears a good "reminder" of the age-old worth of the wooden barrel, contributed by E. P. Voll of the Voll Cooperage Company, St. Louis. Here is what Ed says:

"2000 years old
Alive, Hale and Hearty,
The Wooden Barrel—The
Tried and Proved Container"

And the moral to shipping container users is: "Ship your Products in Wooden Barrels."

You are Called to Battle for the Wooden Barrel

There is No Time to be Lost—Get Into the Fray at Once—The Trade Extension Committee of The Associated Cooperage Industries of America Has Fired the First Gun

Just as THE JOURNAL was about to go to press, there came to us what we have no hesitancy in pronouncing a masterpiece of Trade Publicity literature.

This Trade Publicity literature consists of a letter and a fourteen-page booklet from E. P. Voll, Chairman of the Trade Extension Committee of The Associated Cooperage Industries of America. The contents of the booklet are of the highest value and importance to each and every member of the cooperage trade, whether or not he is a member of the Association, for it covers in thorough detail the situation in the cooperage industry as it relates to the present and future use of the wooden barrel, and the absolute necessity for immediate trade extension and publicity activities in order that our industry may meet the exigencies of the competition that is the rule of the day, and to combat and defeat the attacks which are made upon the wooden barrel by substitute containers.

The Trade Extension Committee has made no effort to dodge any phase of the subject. It deals with each angle honestly and frankly. It is a practical exposition of actualities which exist in the cooperage trade right now, and the need for a unified coöperative trade publicity campaign, so that our trade package, the wooden barrel, will not only survive the competition of today, but will advance and progress, as well as regain much of the business that has been lost in the past to substitute containers because of the absence of continuous and co-ordinated trade extension efforts.

The Booklet is, indeed, a "call to arms", and because it is imperative that every member of the cooperage trade have an opportunity to read this valuable piece of publicity literature, THE JOURNAL reprints it in full as follows:

Foreword

A Question—That Must Be Answered!

The time has come—it is NOW—that every member of The Associated Cooperage Industries of America must ask himself this question: IS THE COOPERAGE INDUSTRY OF AMERICA DOOMED?

He must ask it seriously. And he must answer it frankly and honestly.

Radical changes steal upon us unawares. Revolutions in our mode of living, and in our methods of business, occur without registering a definite impression in our minds. Until their effect strikes home!

FIGHT FOR THE WOODEN BARREL

"The Cooperage Industry must FIGHT! . . . It must fight the forces that menace its advancement.

"The bag, box, and metal containers have taken control of the situation by intensive publicity and advertising. . . . The bag, box, and metal container industries are each openly and consistently making war upon the Cooperage Industry.

" . . . We must fling back the challenge. We Coopers must fight and win."

An aggressive Trade Extension and Publicity Campaign is the most potent weapon in such a battle. Read this article, and then fill out, sign and return the pledge of loyalty to the Wooden Barrel on page 18 to E. P. Voll, 415 Pine Street, St. Louis, Mo.

Such a revolution—both industrial and social—has taken place since the World War. It has brought about a Competition of a new order. We have communities competing; nations competing; and even entire continents competing—under the new regime of business. And the greatest—the keenest competition of all, today, is the competition of industries.

A Two-Fold Competition Must Be Faced

Every business has been brought face-to-face with a two-fold competition; (1) that of overproduction in the things it makes or sells; (2) that of overproduction in other lines which are likewise appealing for the consumer's dollar. For the first time in history, the world's ability to produce has exceeded its capacity to consume. Supply now outstrips demand—not in one line, not in one country; but in all lines, in all nations. This remarkable evolution of business, within the last ten years, compounding and increasing as it goes—has created a new era. An era of selling—instead of an era of buying. An era of selling—that has brought about the fierce, relentless Competition of today.

Let Us Be Up and Doing! Let Us Face Our Issues Squarely and Honestly!

Most industries have faced the situation squarely. They have acted—not when they were in danger, but when they were in danger of being in danger! They have fashioned weapons with which to fight—and they have given battle to the menace which hovered over them. They did not wait to see what would transpire. They took the challenge—and were victorious. They progressed—just as the world progressed.

Such has not been the case with the Cooperage Industry.

It has lain down supinely. It has allowed other industries to make vast inroads into its volume and its sales. It has failed to meet the issue—and act, when *action* is a matter of its very life or death!

The Cooperage Industry is in danger! It is in danger of veritable extinction. For with our nation's other industries moving forward, it has not even stood still—it has gone back!

The following pages treat this critical situation frankly—straightforwardly. They deal simply and logically with matters of supreme concern to you.

—

The Call to Battle!

The Cooperage Industry must FIGHT!

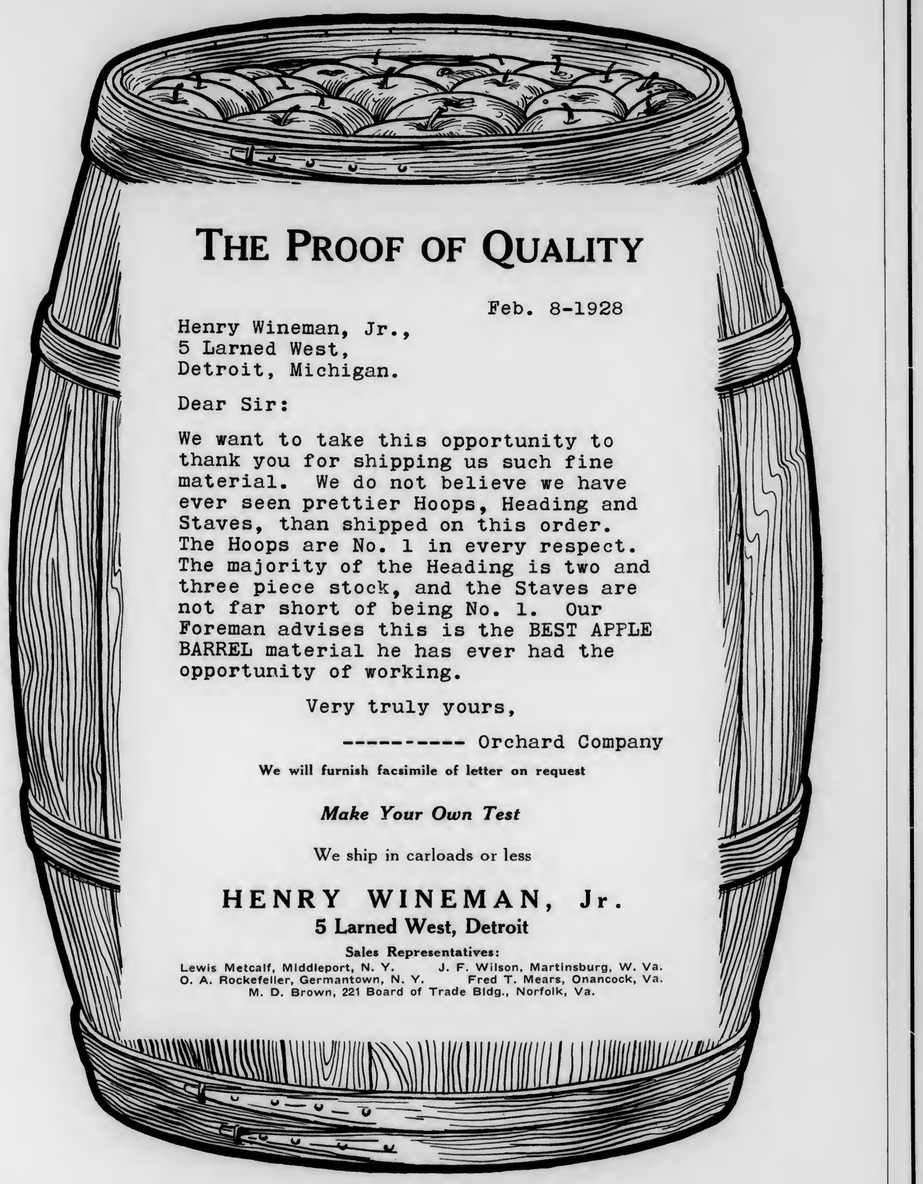
It must fight the forces that menace its advancement—indeed, its very existence!

But first of all, it must accept the facts. It must face the menace—study it—analyze it—and then take action to combat it.

The Situation!

There has been a tremendous decrease in the number of barrels used in this country. This decrease has brought about conditions which menace the Cooperage Industry.

There is no need to deny this. It is a fact. A Southern cooper described the


THE PROOF OF QUALITY
Feb. 8-1928
Henry Wineman, Jr.,
5 Larned West,
Detroit, Michigan.
Dear Sir:
We want to take this opportunity to thank you for shipping us such fine material. We do not believe we have ever seen prettier Hoops, Heading and Staves, than shipped on this order. The Hoops are No. 1 in every respect. The majority of the Heading is two and three piece stock, and the Staves are not far short of being No. 1. Our Foreman advises this is the BEST APPLE BARREL material he has ever had the opportunity of working.
Very truly yours,
---------- Orchard Company
We will furnish facsimile of letter on request
Make Your Own Test
We ship in carloads or less
HENRY WINEMAN, Jr.
5 Larned West, Detroit
Sales Representatives:
Lewis Metcalf, Middleport, N. Y.
J. F. Wilson, Martinsburg, W. Va.
O. A. Rockefeller, Germantown, N. Y.
Fred T. Mears, Onancock, Va.
M. D. Brown, 221 Board of Trade Bldg., Norfolk, Va.

BARREL MACHINERY

Oram

CLEVELAND, O., U.S.A.

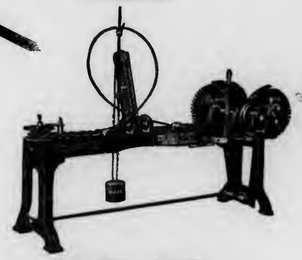
IF IT IS **ORAM'S** IT IS RIGHT

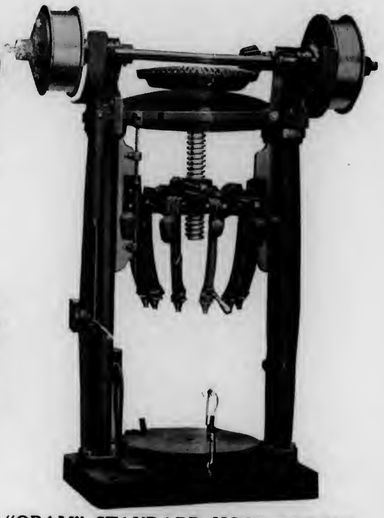
THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS

AND FOR MAKING PROFIT FOR THE USERS

"THE OLD RELIABLE" **WOODEN BARRELS**

WINDLASS

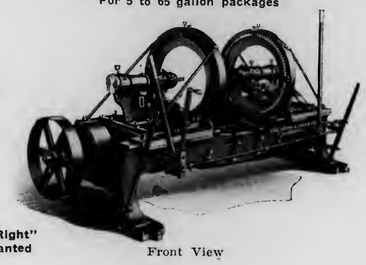




STEEL TRUSS HOOPS
ELECTRIC WELDED—"Made Right"
Outside painted any color, if wanted

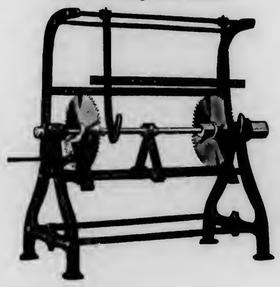
HEADING PLANER

LATEST BARREL CROZER
WITH BALL BEARING ARBORS
AND POWER FEED ATTACHMENT
For 5 to 65 gallon packages



Front View

STAVE EQUALIZER



HOOP RIVETING MACHINE

HEADING ROUNDER
Now made with Ball Bearing Arbor

BARREL LATHE

STEEL TRUSS HOOPS
ROUND EDGE—Special Carbon Steel
Sizes stamped inside, if wanted

ROSIN BARREL STAVE CROZER
With Automatic Hopper Feed

NEW "ECONOMY" (PATENTED)
HEADING-UP MACHINE

"ORAM" STANDARD HOOP DRIVING MACHINE

SIMPLE—POWERFUL—DURABLE

Capacity—As fast as operator can handle. 600 to 1,000 packages per day of 10 hours, and all properly driven

STAVE JOINTER

HEADING JOINTER AND DOWELLING MACHINE

NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE

FIFTY-SIX YEARS
of
"Knowing How"

ESTABLISHED 1872
INCORPORATED 1914

THE JOHN S. ORAM CO.

STAVE, HEADING and BARREL MACHINERY

CLEVELAND, OHIO, U. S. A.

Your Copy of Our New
No. 27 Catalog
Now Ready for Mailing
on Request

Veneer Lathes and Clippers

Your Natural Market

To Buy or To Sell

As Is, Rebuilt, New

Hoop, Stave, Heading and Cooper Machinery—Slack or Tight

Trial Brings the Satisfied Smile

NOBLE MACHINE CO.

902 Hayden St., Ft. Wayne, Ind.

Price and Dependability

CALIFORNIA BARREL CO., INC.

ESTABLISHED 1883

433 CALIFORNIA ST., SAN FRANCISCO

CABLE ADDRESS "KOSTER"

Cooperage Stock Manufacturers

TIGHT STAVES AND HEADING

SLACK STAVES AND HEADING

WOODENWARE STAVES

AND

HEADING

EXPORTERS OF

DOUGLAS FIR BARREL SHOOKS

WARRIOR HEADS

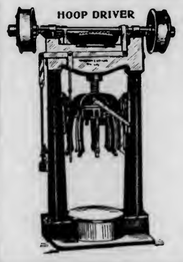
means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.

Cooperage Stock

MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches



WEIMAR ENGINEERING WORKS

Builders . . of . . **Hoop Driving, Barrel Washing and Bung Hole Boring Machines**

SPECIAL MACHINES BUILT TO ORDER

In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.

LET US KNOW YOUR REQUIREMENTS

Westmoreland and Jasper Sts., Philadelphia, Pa.

BARREL WASHING MACHINE

Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers.

situation plainly and candidly when he said: "In spite of all efforts in the past few years, other containers have been taking the place of barrels to such an extent that the Cooperage Industry is now one of the poorest in the country." That is the situation, today. And this situation is the result of two forces—two forces which have attacked the Cooperage Industry.

The Menacing Forces

1. *The Changed Method of Buying.* Today's consumer demands and buys his goods in the individual package. Flour, sugar, breakfast foods, candy, cakes and crackers, spaghetti, spices, tea and any number of food products are now sold over the counter in individual packages—boxes, cartons, paper-cans, jars, etc. The same is true of paints, varnishes, grease and other products, all formerly sold in bulk only.

This condition has resulted from the efforts of the manufacturers of these products to educate and stimulate the public to buy packaged goods. It originated from their selfish, yet perfectly natural desire to increase the sale of their own products. This, of course, has eliminated much of the old time bulk buying and selling. Individual packages have replaced the barrel in most of America's retail stores.

Yet this condition—from the public's viewpoint—is a sound one. Individually-packaged goods are more convenient, and certainly more standardized as to quality, size and weight. Mr. and Mrs. Consumer appreciate this. In fact, they appreciate packaged goods to such an extent that manufacturers are perfectly willing to pay an increased package cost (actually paid by the consumer) in order to serve this public preference.

This condition cannot be changed. It is an irresistible force which has swept traditional buying methods aside, and which appears to have "come to stay." It would be futile to attempt to uproot it. We must give our attention, and direct our efforts to the other force: *Competition.*

A Competition That Can and Must Be Overcome

2. *Competition.* Competitive containers have usurped the jobs that barrels formerly performed both in the field of products for consumer use, and in the industrial field.

By consumer products we mean such commodities as apples, potatoes, other vegetables and fruits, vinegar, pickles, kraut, etc. Products still sold in bulk—not those which are now retailed in individual packages. The latter have been covered under the heading of "Changed Buying Methods," and are not to be included with those still sold in bulk.

Such products as apples, potatoes, etc., are still sold in bulk quantities—but a change has occurred. Instead of being packed and shipped in barrels, they are contained largely in boxes, sacks, metal cans and other substitute containers. This is the direct result of the efforts of competitive industries.

Trade Publicity is the Strongest Weapon in the Fight for Control of Markets

The bag, box and can manufacturers have taken control of the situation by intensive publicity and advertising. They have made their claims—some of them false—*heard* throughout the land. They have hammered again and again at users of barrels, and their constant effort and appeal have taken much of this business away from the Cooperage Industry! For even false claims, repeated enough and not denied, are finally accepted as true. And the Cooperage Industry has permitted almost every class of container manufacturer to malign his product—and without a word of protest. The results have been so successful, that at least three distinct groups are actively fighting barrels!

The Box, the Bag and the Metal Container Are Warring Upon the Wooden Barrel

The box manufacturer, the bag manufacturer, and the metal container industry are each openly and consistently making war upon the Cooperage Industry. And this goes beyond the field of food or container products. It has struck equally as forcefully at the industrial products field. Such products as asphalt, dry chemicals, cement and lime, oils and greases, powder and many others are now shipped in substitute containers instead of—as they once were—in barrels.

The Cooperage Industry Must Meet the Challenge

So we must fling back the challenge! We must answer the attacks of these competitive industries, with counter attacks of our own. We must tell the world the superiority of barrels over other containers! We Coopers must fight and win!

The Battleground is in Every Line of Industry

The following are industries that normally do, would, or have used wooden barrels for their containers:—

Asphalt; Chemicals; Sweeping Compounds; Cleaning Compounds, soap chips, soap powders and solvents; Paint and Varnish; Lime; Crockery and Glassware; Oils and Greases; Inks; Leads; Medicinal and Industrial Alcohol; Powder; Turpentine and Rosins; Food products, such as apples, vegetables, powdered and condensed milk, edible oils, lard, tallow, cured fish, coffee, tea and spices, flour, sugar and salt, meat, poultry, cider, vinegar, pickles, kraut, clams, oysters, etc., etc.

The above list, which may not be complete but is nevertheless quite comprehensive, has shown a tremendous trend from the use of barrels to that of other containers, and undoubtedly affords an excellent opportunity for trade extension work to retain the business which we now have in these industries and to increase its volume.

The Cooperage Industry Must Open an Aggressive Trade Extension Campaign at Once

The Cooperage Industry is not dead by any means, but certainly has been lying dormant, or if anything has been going backward—there is no such thing as standing still. However, it can and must go forward by the proper use of a sensible trade extension campaign.

Other industries, not only competitors of ours, but industries in general, have found trade extension campaigns necessary, for the reason that the production of the world has surpassed the consumption, making aggressive promotion efforts absolutely essential.

The Cooperage Industry needs an aggressive trade promotion campaign, and this means the expenditure of a considerable amount of money. To obtain the proper returns it must be a campaign of three consecutive years for the reason that advertising and trade promotion results are cumulative, each successive year bringing greater returns for a given expenditure than the preceding year.

A concrete example of the inconsistency of trying to promote a trade extension campaign with a meager amount of money and for a short period of time was most conclusively illustrated by the advertising campaign that the Slack Cooperage Group endeavored to put on in 1919 when efforts were directed to the general consuming public, whereas the same efforts and money expended in the different container-using industries would undoubtedly have brought returns.

Successes Achieved by Other Industries Through Trade Publicity. Is the Cooperage Industry to Lag Behind?

At the present writing the following industries, competitive or in some way similar to ours, have trade extension campaigns planned or in operation:—

The National Association of Wooden Box Manufacturers have appropriated $40,000 a year in addition to $40,000 a year to be given toward box promotion by the Lumber Trade Extension Campaign;

The Ice Industries have raised $218,000 a year for three years to be expended for advertising—this sum amounts to one-fifth of one per cent. of the industry's gross income. Non-members allowed to subscribe.

The Laundry Owners' National Association have raised a fund of $5,000,000 for advertising and trade promotion.

The Allied Florists raised $1,500,000 a year for the "Say it With Flowers" campaign, and so successful have been the results that they have subscribed a $2,000,000 fund to carry on.

The Portland Cement Association is spending around $550,000 a year for co-operative advertising, promotional and educational work.

The United Fruit Company last winter spent $300,000 to sell more bananas and they report they had the biggest banana selling year in their history.

The Metal Lath Manufacturers through the National Council for Better Plastering spent $40,000 last year, will spend $50,000 this year.

The California Walnut Growers started with a campaign of $100,000 a year to advertise walnuts. They increased their sales from 15,000,000 to 48,000,000 pounds, despite the fact that the advertised California walnuts sold for 23 cents a pound while imported walnuts were being sold in the same market (unadvertised) for 15 cents a pound.

The "Paint and Varnish" campaign costs $300,000 a year—"Save the Surface and you Save all." In 1922 a 37 per cent. increase in business over 1921 figures was recorded. In 1923 the increase was 67 per cent. In 1925 it was 100 per cent. over the 1921 figures. Their slogan now is to "Triple the Industry by 1931."

The Ice Cream Industry spent $260,000 for advertising last year.

The Candy Industry has pledged $850,000 for three years for advertising candy.

The Lumber Campaign will spend $1,000,000 a year for five years to advertise lumber and forest products.

The Apple Growers will spend $1,000,000 a year for four years to advertise apples.

The Bolt, Nut and Rivet Manufacturers Association carry on an intensive personal market promotional campaign. Have been able to show railroads that it was uneconomical for them to manufacture bolts and rivets out of scrap iron. Six railroads, the Pullman Company and others have discontinued. Regional conferences with jobbers an important part of this work. Spending $200,000 a year on it. Industry for first time since war is making money.

The Automotive Equipment Association has what is know as the "Greater Marketing Division." Have $1,000,000 a year for three years for market development work. Example of method—arranged in New York State an intensive campaign to get all automobiles inspected, brakes, etc., the motive being to "Save a Life"—Result —1,250,000 cars inspected; defects remedied; Jobbers more than doubled their business. Twelve other States now ready for similar campaign.

Other industries who have put on publicity, advertising and educational campaigns to their own great benefit are—

American malleable castings, coffee industry, plate glass manufacturers, floor and wall tile manufacturers, davenport bed manufacturers, oak flooring industry, wallpaper manufacturers, common brick and face brick manufacturers, terra cotta industry, brass and copper industry, sauerkraut manufacturers, rubber industry, etc., etc.

Now is the Time for Definite Action—The Associated Cooperage Industries' Plan is an Efficient One

Competent authorities are universally agreed that co-operative or association advertising is one of the most potent weapons in meeting what is know as "The New Competition" or the competition of industries.

The sentiment expressed at the last two Cooperage Conventions has been almost unanimously in favor of the inauguration of a trade extension program, and your Trade Extension Committee, therefore, feels that this being the prevailing sentiment, sufficient talk and discussion having been indulged in, the time is at hand for DEFINITE ACTION. With that end in view, and in order to bring this proposition to a head, your Committee has worked out the following plan for your consideration—

That a Trade Extension program be inaugurated to consist of—

First, a Trade Extension man of necessary engineering qualifications and with expert knowledge of containers. Such a man is available.

Second,—Advertising in certain trade journals, extolling the good qualities of the wooden barrel and offering the services of our trade extension engineer;

Third,—Compilation and publication of booklets and pamphlets giving information pertaining to the use of wooden barrels in the different industries, their advantages, economy, etc.

Do Not Put Off Your Decision—Make it Favorably Now. Your Own Business is in the Balance

The Committee's suggestion of a method of raising the necessary funds to carry on the above outlined program is through the payment of $1.00 per car for each car of MATERIAL shipped by manufacturers, handled by brokers, and received by barrel manufacturers. In order to positively insure the inauguration of this program without further costly delay, and to have it in shape so that it can be submitted at the May, 1928, Convention in a definite and positive form, attention is called to the subscription blank below. The Committee asks that you consider the benefits and value of a Trade Extension and Publicity Campaign fairly and then sign and return subscription to the Chairman of the Trade Extension Committee. You will note that in signing this blank you are doing so voluntarily and with the understanding that unless $25,000.00 per annum is assured, your obligation would cease. In other words, your subscription is conditioned upon the amount mentioned being assured under subscription pledges received from members.

So that the trade may have full information as to the personnel of the Association's Trade Extension Committee, the names and addresses of this committee follow:

E. P. Voll, chairman, Voll Cooperage Co., St. Louis, Mo.; C. F. Meyer, St. Louis Cooperage Co., St. Louis, Mo.; W. M. Davis, W. M. Davis Stave Co., Memphis, Tenn.; E. J. Kahn, National Cooperage and Woodenware Co., Peoria, Ill.; R. O. Murray, C. E. Murray, Decherd, Tenn.; H. Katz, Ozark Stave Co., Chicago, Ill.

SAVE YOUR BUSINESS SIGN AND MAIL SUBSCRIPTION BLANK NOW

Contingent on a total of $25,000.00 or more being subscribed per annum, based on 1927 shipments.

The undersigned hereby agrees to and does legally obligate him or they, that he or they will pay into the Trade Extension Fund, $1.00 for each car of cooperage **material,** he or they manufacture and ship, job or handle, or receive for the next three years.

Payments to be made by the 10th of each month for all cars shipped, jobbed or received for the month preceding, to the Treasurer of the Cooperage Trade Extension Committee.

Such funds to be used exclusively for Trade Extension purposes.

WE { Jobbed / Shipped / Received } .....Cars of Material in 1927.

Company.....

By.....

....., 1928

Mail to **E. P. VOLL, Chairman,** 415 Pine Street, St. Louis, Mo.

Naval Stores Industry Holds Successful "Get-Together" Conference at Savannah

Consumers' Committee Submit Resolution Recommending Adoption of Standard Containers to Permit Net Pound Basis of Sale. "Get-Together" Conference Adopt $250,000 Trade Extension Campaign for Naval Stores Products

The Naval Stores Industry held its fifth annual "Get-Together" conference of producers, consumers, and distributors at Savannah, Ga., February 20th, 21st and 22d.

The sessions were interesting throughout, but the two outstanding features of particular importance to the cooperage industry were the decision of the "Get-Together" conference to inaugurate a naval stores publicity campaign, and the report of the Committee on Standard Containers.

The business side of the conference opened on February 21st with an address of welcome by Thomas M. Hayne, Mayor of Savannah, to which Thomas J. Aycock, of Jacksonville, Fla., replied in behalf of the delegates to the conference.

Exports of Naval Stores Expanding

C. C. Concannon, chief of the chemical division of the Bureau of Commerce, in his address on "Foreign Markets for Naval Stores" stated that exports of naval stores from the U. S. in 1927 increased 12 per cent. in quantity over the year 1926, but declined seven per cent. in value.

The chief purchasers in their order of importance were Germany, the United Kingdom, Brazil, Argentina, Japan and The Netherlands for rosins, but for turpentine the United Kingdom ranked first followed by The Netherlands, Germany and Canada, Germany advancing from fifth place in 1926. Present indications are for continued large purchases by Germany during the coming year.

The demand for naval stores in foreign countries is expanding yearly with the increase in production of paints, varnishes, paper and soap throughout the world.

Developments in naval stores production in foreign countries having forest resources has been going on for the past few years. Russia is exploiting her pine forests and one modern plant is reported to have an annual capacity of 4,500,000 pounds of rosin and 9,000,000 gallons of turpentine.

Germany is engaged in the manufacture of artificial resins which are reported to be excellent varnish gums.

The speaker called attention to the services rendered by the chemical division which were at the disposal of the naval stores interests.

Naval Stores Consumers' Committee Urges Adoption of Standard Containers to Permit Net Pound Basis of Sale

The following report of the Consumers' Committee on packages and containers presented by Robert W. Hafner, acting chairman, will be found interesting to the cooperage trade in general and rosin barrel and stock manufacturers in particular.

"The sudden death of Mr. Thibaut, prevented R. O. Walker, his associate, coming to this conference as chairman of the Consumers' Committee and he has, therefore, asked me to place before you again the interests of the consumers of rosin and turpentine, as this committee interprets them.

"The committee consisting of R. O. Walker, chairman, representing the National Paint, Oil & Varnish Association, W. H. Holt, representing the soap industry and H. H. Holden, representing the paper and paper size industry, have had several meetings during the past year at which were discussed the problems of naval stores in so far as affecting these three consuming industries. We wish first to express our appreciation of the progress made by the naval stores industry in approving the container of rosin and adhering practically to the Savannah Board of Trades regulation in this respect.

"We feel, however, that while considerable progress has been made in this matter your industry should further diligently endeavor to so improve the packages in which rosin is sold that the buyer will realize in the near future the ultimate goal of a standard barrel whether of wood or steel which will permit this commodity being sold on a net pound basis

"Consumers do not look favorably on extreme fluctuations in prices and believe both consumer and producer would be better served by the exclusion of the efforts to reduce production and this effort exerted toward reducing unit costs by following the methods suggested by the Forestry Committee and others working in the interests of the naval stores producer.

"No industry can be regulated by smaller crops, as what might appear an advantage results in a disadvantage by discouraging present or future users from the use of an uncertain commodity.

"On the question of quality we urge strict adherence to the regulations governing this subject. However, here also we are glad to report that the naval stores industries have shown improvement by fewer complaints and claims on rosin received dirty and cloudy.

"The subject of non-uniformity in grading was a problem with which consumers had to contend, but since the supervision of government inspectors this has improved, and we believe the ethical standards of the industries also, and we, therefore, look forward to a continuance of effort to keep gradings strictly to the proper standards.

Recommendation of Consumers' Committee on Standard Containers

"This committee, therefore, recommends for consideration the following:

"That the present Naval Stores Package Committee representing the naval stores producers and consisting of Carl F. Speh, R. M. Newton, H. L. Kayton, be continued, to further investigate the possibilities of rosin being sold on a net pound basis and that this committee work in collaboration with the Consumer Committee. Furthermore, that the Naval Stores Committee continue their good work of standardizing the present barrel until such time as a standard barrel or drum is developed in which rosin can be offered for sale on a net pound basis. Also, that this committee continue their educational program which will be of mutual benefit to producer and consumer."

A resolution was thereupon adopted by the conference endorsing the work of the Package Committee and continuing the committee as now constituted for another year.

Other Resolutions Adopted by "Get-Together" Conference

A resolution was also adopted endorsing the McSweeney-McNary Bill (H.R. 6091 and Senate 1103) now before Congress as one of the most progressive steps that has yet been proposed for the protection and promotion of the forest industry in the United States and requesting members of the industry to solicit the aid of their legislators in having the bill passed.

Other resolutions were adopted in which the conference expressed its appreciation of the interest and coöperation of the Department of Commerce and especially the Division of Chemicals and urging an increased appropriation for the Bureau of Chemistry and Soils for the study of producing, marketing, and using naval stores; that the present committee on Federal Relations be continued and that it shall at all times comprise representatives of the producing, distributing and consuming interests. The Bureau of Chemistry was commended for its assistance in enforcing the Naval Stores Act.

Forestry Service Commended

The conference went on record as expressing its deep appreciation of the assistance that has been given their industry and thereby to the distributing trade and consuming industries through the magnificent

work that has been done in the study of the pine tree and in the promotion of reforestation and in the development of better practices in production through the work of Dr. Eloise Gerry, Dr. Austin Cary, Lenthal Wyman, and others associated with the Bureau of Forestry.

A resolution of commendation of the Forest Service's work reads in part as follows: "Words cannot express the feeling of the industry and trade relative to the singleness of purpose that has marked these scientific workers in the field of naval stores. The discoveries they have made, have advanced the industry, and developed a new vision as to its possibilities and have assisted in the steps to place the industry upon a higher level of productive capacity and national usefulness. In this connection we feel that while much has been done vastly greater results could be achieved if the services of such scientific workers in this industry were continuous and adequately supported, and we urge upon the Department of Forestry the advisability of permanently assigning these scientific workers to the field of naval stores industry so that there may be no cessation of their efforts or interference with their work in its behalf."

A $250,000 Naval Stores Publicity Campaign to be Launched

At the "Get-Together" Banquet on Tuesday, February 21st, Toastmaster David S. Atkinson, announced the proposal of the naval stores industry to raise a fund of a quarter of a million dollars to be expended in publicity and the development of the industry for the next three years. Everybody was carried away by the idea which was decided upon by a conference of the board of directors and leading producers and distributors at an executive session on Tuesday afternoon at which a considerable amount was pledged in advance.

Next Meeting at Pensacola

Wednesday morning saw the final close of the fifth annual "Get-Together" Conference. President Bullard was re-elected president of the Pine Institute of America. and Carl F. Speh, secretary.

Pensacola was chosen as the next meeting place and O. H. L. Wernicke unanimously chosen chairman of the convention.

Resolution Outlining Publicity Campaign

The following resolution commending the Pine Institute of America and outlining the proposed $250,000 publicity campaign was adopted as a fitting close to a most successful conference:

Resolved: That this body endorse every feature of the work that is being done by the Pine Institute of America, recognizing that it is the sole agency available for the direction of the two important features of research work and advertising that are to maintain the prestige and position of the naval stores industry in the coming years.

That this association feels and urges a united 100 per cent. support for the Pine Institute of America from the producers of naval stores, their distributors and their consumers, in order that the industry may be advanced to a higher level of efficiency, that its products may be such as to meet all of the requirements of consuming industries, and that by research and the development of new and variable uses it may be possible for the industry to further expand its operations and maintain itself on a proper level of profit.

That the work of Secretary-Manager Carl F. Speh during the past year in organizing the producers of naval stores in the association work meets with hearty commendation of this conference and that its continuance be urged until every operator has been brought to a full realization of the full value of the Pine Institute of America to his own especial business interests.

That this conference has heard with intense interest the determination of the directors of the Pine Institute of America to raise for advertising purposes a fund of $250,000, distributed over a period of three years, and that this resolution meets with the approval of this body as another great forward step, having for its purpose the maintenance of the position of spirits of turpentine in the markets of this country by due publicity as to the merits of that commodity in various lines of use. It is the feeling of this conference that through research work now in progress and soon to be broadened, and that by judicious advertising such as is now proposed, the interests of the entire naval stores industry and trade will be tremendously promoted and the value of the naval stores industry as an industrial asset to the country will be sustained and enlarged.

Proposed Regulations for Export Herring Barrels in Netherlands

Writing from Rotterdam, Netherlands, Vice-Consul George Tait reports that the Netherland Second Chamber recently passed a bill which prohibits the exportation of certain kinds of herring unless specific regulations are obtained as to both packing and containers. The bill met no opposition and accordingly appears likely to pass the First Chamber and come into force before the next session.

The chief features of this bill, as made known by the Netherlands Government, prescribe the following conditions:

A minimum size of barrel will be established for use in herring export. There will also be a minimum net weight of the contents.

For the present a barrel containing 110 kilos is prescribed, as this corresponds to the size customarily used in the Netherland fishing fleets. A so-called "Scottish" barrel, to contain 115 kilos of fish, will also be permissible but subject to subsequent regulations. Half, quarter, and eighth barrels may be used, provided the proportion of fish contained therein remains relatively the same as in the case of the whole barrel.

It is provided that, in the case of countries which prefer other packing and containers, the use of such containers will be granted only under special conditions that are considered sufficient protection against abuses.

It is also provided that exportation will not be allowed unless the containers are specially marked to show the kind of barrel used, the net weight of the herrings, and the particular kind of herring, such as "fulls," "matties," or "spent." Failure to comply strictly with these requirements and to have the contents equal to the indications makes the offender liable to a maximum penalty of two years' imprisonment.

After certain experiments, which showed branding to be too costly and cumbersome, it was decided to use paper marks to be attached with a special kind of glue. These will be obtained from the proper authority on application by the payment of a small fee (expressed in Netherland currency) of 4 cents for a barrel, 3 cents for a half barrel, etc. (One Netherland cent equals .004 cent, U. S. currency). The customs authorities are charged with seeing that these regulations are met by all exporters.

Empty Casks Subject to French Tariff Rates in Guadeloupe

Empty casks, assembled or not, with wooden or metal hoops, have been removed from the list of exceptions to the French tariff, and are now dutiable in Guadeloupe at the same rates as imports into France, according to a decree of December 7, 1927.

Empty casks were formerly free of duty in Guadeloupe. The present French duties (in francs per 100 kilos) are general 152, minimum 38, and rate to United States 60.80 for casks with a capacity of 500 liters or more; and general 60.80, minimum 15.20, and rate to United States 22.80 for those with a capacity of less than 500 liters.

Cooperage Conditions at Valencia, Spain

Writing to the Department of Commerce, Consul Clement S. Edwards reports that for a considerable period of time the cooperage business in Valencia has been more or less paralyzed. This is due to the fact that a large number of the bocoyes and barrels coming from France are destined for the wine trade and to be returned to that country filled. In accordance with a convention between the two countries these containers enter Spain free of duty. As a result, most of these barrels and bocoyes are purchased by the Spanish wine dealers instead of patronizing the coopers.

It is said the Spanish Government is now considering the feasibility of imposing a duty on the entrance of these containers as means of reviving the local cooperage industry, which shows a growing tendency to disappear.

Trade Conditions in Barrel Using Industries

Cottonseed Oil Market Active

Conditions in the cottonseed oil market during early March showed very little change when compared with the preceding month, despite the liberal tenders of March which totaled more than 13,000 barrels. The expected depression on the market because of these tenders did not materialize as they were cared for by the refiners and commission houses, and had little or no effect generally.

Trading at the present time is fairly active. The prices of crude oil took on a firmer tone, with the crushers making moderate sales.

Estimates of oil consumed place the quantity at from 250,000 to 275,000 barrels.

There was a reduction about the first of the month on lard compound of a half cent a pound. This reduction was made as an incentive to building up the demand, as it puts cottonseed lard compound below the price of lard for the first time in some months.

Stocks of lard at Chicago on March 1st showed an increase of more than 18,000,000 pounds during the month. Stocks totaled 51,669,654 pounds, as compared with 33,626,233 pounds on February 1st, 1928, and 27,477,439 pounds on March 1, 1927.

Potato Crop Outlook for 1928

The following statement concerning the potato outlook is part of a report which was prepared under the auspices of the New England Research Council on Marketing and Food Supply by representatives of the New England agricultural colleges, departments of agriculture and farmers' organizations, the New England Crop Reporting Service and the United States Department of Agriculture. It is based on the best available information as to the production and market conditions which are likely to prevail during 1928 and is designed to give New England farmers more facts upon which to base their plans for the coming season.

"Present indications are that unless farmers change their plans there will be a substantial increase in the acreage planted to potatoes this year. Preliminary reports indicate that farmers in the North Atlantic and North Central states are planning an increase of about 14 per cent. If their January intentions are carried out as they were last year, there would seem to be no section of the country where the chances would be in favor of returns from potatoes comparable to those received during the last three years. The *Intentions to Plant Report* of the United States Department of Agriculture to be issued on March 16th will furnish more definite information as to probable acreage changes in 1928.

"Prices in eastern markets for the 1927 crop have apparently reflected conditions in the six principal late crop States. These States in 1927 produced eight (8) million bushels less potatoes from an acreage about 10 per cent. above the previous year. Had these States secured in 1927 a yield equal to their 5-year average, their production would have been 20 million bushels greater. Under such conditions eastern prices would have been materially lower. Should the late crop States increase acreage, and a normal yield prevail in 1928, prices in eastern markets could not be expected to equal those received for the 1927 crop.

"It may also be well for potato growers to bear in mind that if an acreage even equal to that of 1927 is planted that under normal growing conditions total production will show an increase in excess of the amount necessary for human consumption.

"In New England, stabilization of acreage and more economical production including the use of better seed, better spraying and cultural methods are to be highly recommended. General increases in acreage are almost certain to produce a difficult market situation next fall."

More Interest in Paint Pigment Market

Buying of paint pigments shows increased activity with consumers exhibiting additional interest. The demand during the opening days of this month has improved, and indications are that the spring call for pigments has set in.

Other paint materials are in good demand, but in most instances orders are against contracts already on hand, although inquiries for immediate delivery are fair. Shipments of Lithopone are in good quantities against existing contracts, as also are shipments of zinc oxide. Varnish gums show improvement especially for spot delivery. Sales of shellac, however, appear to be based on hand-to-mouth requirements with few orders for future delivery.

Linseed Oil Demand Could Stand Improvement

Conditions in the Linseed Oil market could be better. The failure of an increased demand to show itself resulted in a weakened market.

Sales during the first week of March of distressed oil were closed on a basis of 9.5c a pound in barrels. However, it is doubtful if it is possible to repeat such prices, because of the present firmness of the seed market. Prices for future delivery are being held steady.

The consuming trades are evincing more interest, but nevertheless, are limiting their purchases to prompt requirements.

Naval Stores Producers Are Optimistic as to Future Market

The turpentine market showed a slight fluctuation in early March, but producers were not able to sustain the slight advance in price. Nevertheless, consuming interest is much improved, and operators are optimistic as to the future. Trading is fair at present, principally for requirements, although new interest is being displayed in future deliveries.

A better inquiry for early future delivery and a more active interest in immediate and prompt deliveries are the features of the rosin market.

Prices are much firmer, increases running from 10c to 40c a barrel depending upon the grade. Exports also are on the upward trend.

Continued improvement is noted in the tar and pitch demand, and the market for these materials is strengthening.

Vegetable Oil Markets Affected by Spasmodic Demand

In the vegetable oil trade there is an unsettled condition prevailing due to an intermittent demand. However, there is every prospect of more activity in this field. A reduction of one cent a pound for China wood oil produced an effect in the way of larger sales, while cocoanut oil is offered at higher prices with consumers accepting the increase and placing a fair volume of orders at the advanced price.

Crude corn oil reflected the firm market for crude cottonseed oil and is quoted at slightly higher prices. Sales of olive oil foots were not numerous but prices are being held.

There is a fair demand for palm oil for prompt delivery.

Production and Shipments of Cement During January, 1928

The Portland cement industry in January, 1928, produced 9,782,000 barrels of cement. The shipments totaled 6,531,000 barrels, from the mills with a stock at the end of the month of 25,193,000 barrels. According to the U. S. Bureau of Mines, the production of Portland cement in January showed an increase of about 12 per cent. with a corresponding increase in shipments of nearly 11 per cent., as compared with January, 1927. The cement stocks at the mills were 11 per cent. higher than a year ago.

The Superior Pine Products Co., Valdosta, Ga., has placed its battery of retorts in operation at Fargo, Ga., and has entered extensively into the reduction of pine woods into naval stores products.

Col. W. B. Greeley Resigns as Chief of United States Forest Service—Major R. Y. Stuart Becomes His Successor

The resignation of Col. William B. Greeley as chief of the Forest Service was announced by the Department of Agriculture under date of February 20th.

Col. Greeley leaves the service May 1st to accept a position with the West Coast Lumbermen's Association. He will be succeeded by Major R. Y. Stuart, now assistant forester in the Forest Service in charge of public relations.

Since 1920 Col. Greeley has been chief forester. His first connection was made with the Forest Service in 1904. Col. Greeley has made the Forest Service into a smooth-running machine with a close-knit, coherent organization, called by some the best organized unit in the government service. He has stressed the relationship that exists between the Forest Service and the lumber industry, and has brought about a better understanding between the two, as witnessed by the conference on commercial forestry called in Chicago last November by the Chamber of Commerce of the United States. He has created an increased interest in the possibilities of reforestation and forestry practices on the part of the individual timber owner. One important feature of his administration has been the extension of the chain of forest experiment stations until there are now eleven of these, augmented by three grange experiment stations and the Forest Products Laboratory at Madison, Wis.

One of Col. Greeley's chief accomplishments is the bringing about of coöperation between the Federal Government and the States in forest research, reforestation, and forest protection. Under the Clarke-McNary law, Col. Greeley began a program of coöperative work which has already brought important results. He has been a strong advocate of continued research in the use of forest products, such as that done at the Forest Products Laboratory, and urged a study of the waste in the lumber industry which resulted in the appointment of the National Committee on Wood Utilization of which he is vice-chairman.

During the Mississippi flood of 1927 Col Greeley made a personal inspection trip and studied the causes of the flood and had other agencies of the Forest Service cooperate on a survey of the areas within the Mississippi watershed on which forests do and can exert a helpful influence on the flow of the river and where protective forests should be extended, which survey emphasized the importance in flood control of proper land use. Other achievements of the Forest Service during the past year have been the establishment of the pulpwood industry in Alaska by letting government timber contracts to two concerns who will erect large newsprint plants; the establishment of two new forest experiment stations, one for the central Ohio valley and one for the eastern Allegheny States; the revision of grazing fees for stock on the national forests; and extension of interest and coöperative work on the part of States and individual timber owners.

The exact title and duties of Col. Greeley's new position have not yet been announced at this writing by the West Coast Lumbermen's Association.

Major Stuart, who will become the new chief of the Forest Service, has, like Colonel Greeley, had a wide range of forestry experience and education. He first came to the department in 1906 direct from the Yale Forestry School where he had received an M.F. degree, entering the Forest Service as assistant in timber sale work. After several years in the western national forests, especially in the northern Rocky Mountain Region where he was forest inspector and chief of operations, he came to the headquarters of the Forest Service in Washington. In 1917 he was furloughed for military service in France with Tenth Engineers. After the war he returned to the Forest Service but resigned in 1920 to become deputy commissioner of forestry in Pennsylvania. He later served for several years as secretary of the Pennsylvania Department of Waters and Forests. On February 16, 1927, he was again called to the United States Forest Service to assume his present position.

1927 Exports to Canada Exceed Those of 1926 by Nearly $100,000,000

For four months of 1927, Canada occupied first place among our export markets, superseding the United Kingdom, traditionally our best customer, with five times the consuming population. The 12 months' total of our exports to the Dominion amounted to $835,878,000, as compared with $738,474,000 in 1926—a gain of more than $97,000,000 and within $5,000,000 of the United Kingdom total. This constitutes what might be considered a postwar record, so far as the volume of United States-Canadian trade is concerned, for the 1927 figure has been exceeded only twice before—in 1918 and 1920 when abnormal demand and inflated values were responsible for a largely artificial valuation.

Canadian import figures, while available for only 11 months of 1927, bear out the evidence of lower price levels in such important groups as iron and steel, cotton, petroleum and rubber, so that there is no question that the actual volume of exports to the Dominion was distinctly larger than in 1926. Automobiles, agricultural implements, machinery, fresh fruits, aluminum, furs, and electric apparatus, in the order named, contributed chiefly to the gain, each of these items having advanced by more than $1,000,000 and some by several millions.

Exports of Cooperage Stock Gain

The value of imports of unmanufactured wood imported from the United States, consisting mostly of lumber and timber, was apparently about $1,000,000 larger than in 1926, the total for 11 months of 1927 being $12,613,833 in comparison with $12,434,099 for 12 months of the previous year. Oak and pitch-pine lumber came in slightly larger quantities, but at decreased values. Railway ties, however, increased in both comparisons.

Manufactured wood appears to have registered an increase of at least $750,000, with total imports of $8,145,104 as against $7,993,002 for the full year 1926. Among the items showing gains were cooperage stock, furniture, sash and doors, and wood pulp.

Outlook for United States Trade in 1928

Canada has entered the new year with a good outlook for continued prosperity. Three successive crop years have materially enhanced the buying power of western Canada, which has been felt throughout the Dominion; the 1927 crops of wheat and other grains were among the largest ever harvested, the returns to farmers being officially estimated at $35,839,000 more than for the 1926 yield. A pronounced speculative trend, notably in mining stocks, has diverted large sums from trade channels; but the volume of industrial production and mercantile business has been expanded, even though competition in some instances has prevented a commensurate realization of profits. Employment was at a high level during the entire year, wholesale prices have tended downward, and the integration of important sections of the country's producing capital, in pulp and paper, power, mining, and general manufacturing, promise to result in more profitable operation of its major industries, particularly cotton goods, woolen goods, boots and shoes, fresh fruits and vegetables, sugar, aluminum goods, rubber goods, and various kinds of machinery and equipment.

Taking all factors into consideration, it seems altogether probable that our exports to Canada will continue the gratifying trend of the past few years, particularly if the many trade opportunities which the Dominion offers are not overlooked.

The Burton Ginning and Mfg. Co., will erect a stave mill at Clarksville, Va.

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SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

SECOND-HAND BARRELS FOR SALE

FOR SALE—Several carloads of fresh empty malt barrels. Several carloads recoopered barrels, washed inside and outside. Barrels are paraffined, silicated or glued and ready to fill. Also have beer kegs for sale. Make best offer. Address JOHN M. REISER & SONS, 620 Portland St., Baltimore, Md.

FOR SALE—3,000 galvanized hoop 200-lb. pork barrels, (once used, all bright). Will sell all or part. Make us an offer. McLOUGHLIN BROS., 82nd and Eastwick Ave., Philadelphia, Pa.

FOR SALE—3,000 to 4,000 herring barrels and 2,500 D. H. hardwood paint barrels. TWIN CITY COOPERAGE CO., 806 Fourth St., North, Minneapolis, Minn.

FOR SALE—1,000 witch hazel barrels (hardwood and white oak), 2,000 galvanized iron pork barrels, 1,000 black iron pork barrels, 1,000 empty oil drums. Address THE WHITNEY BARREL CO., 117 Linwood St., Somerville, Mass.

MACHINERY WANTED

WANTED—Complete set of tight keg machinery for manufacturing one-, two- and three-gallon kegs. Give full particulars. D. W. RYAN COOPERAGE CO., 1634 Besly Court, Chicago, Ill.

STOCK WANTED

WANTED—We are in the market for a large quantity of mill run 19⅛" one-piece heading for delivery through the year. Any timber free from holes. Could be tongued and grooved, dowelled, glued, or veneered. Address "Heading," care of "The National Coopers' Journal," Philadelphia, Pa.

NEW AND SECOND-HAND BARRELS
Manufacturers of new and second-hand barrels. In market for slack cooperage. H. W. BENSON & SON, 108 Pennsylvania Ave., Syracuse, N. Y.

HELP WANTED

WANTED—Competent man to do grinding and millwright work in cooperage plant. State wages expected. Apply Millwright, care of "National Coopers' Journal," Philadelphia, Pa.

STOCK FOR SALE

FOR SALE—Two cars 36"x ¾" Ash staves, kiln dried and jointed, suitable for milk products. Address N. W. CALCUTT CO., Dyersburg, Tenn.

PLANTS FOR SALE

FOR SALE—A tight barrel machine cooperage shop. Address "Shop," care of "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—Complete mill for manufacturing slack barrels, sawn staves with three Whitney 20"x39" saws and extra drums. Would sell in part. Address TREXLER COOPERAGE COMPANY, Allentown, Pa.

FOR SALE—Going tight barrel stave business. Unlimited supply of gum and ash timber available. Located Eastern N. C. On A. C. L. R. R., also hard surfaced highway. For more information write P. O. Box 244, Warsaw, N. C.

FOR SALE—Slack cooperage plant. Can sell any kind of fruit package. Best location in Hudson Valley Fruit Belt, one acre land, 11-room house, new garage, plenty storage, 2½-tons truck. For full information write owner, PHILIP H. FONDA, Clermont, Columbia County, New York.

FOR SALE—Slack stave mill consisting of
Three Drum Saws
One 60 H. P. Boiler
One 50 H. P. Engine
Stave Bolt Equalizer
Stave Equalizer
Stave Planer
and all other equipment necessary for operation. Will sell at a sacrifice for quick disposal. Address "Stave Mill," care of "The National Coopers' Journal," Philadelphia, Pa.

POSITION WANTED

COOPER desires steady work on slack barrels. Any location will be okay, but prefer the West. Can furnish references. Address "Cooper," care of "The National Coopers' Journal," Philadelphia, Pa.

WANTED—Position as superintendent or foreman of tight barrel stave and heading plant. Thoroughly understand the upkeep of all stave and heading machinery, filing and grinding, boilers and engines, and dry kilns. Am strictly sober, and extra good on handling labor. Address "Position," care of "The National Coopers' Journal," Philadelphia, Pa.

WANTED—A job filing a barrel saw, or running a mill. My work is guaranteed. Address D. J. SATTERFIELD, Chicot, Arkansas.

WANTED—Position as superintendent of barrel manufacturing plant, or foreman of jointing department. Have had several years' experience, and can furnish the best of references. Address "Superintendent," care of "The National Coopers' Journal," Philadelphia, Pa.

MACHINERY FOR SALE

REBUILT STAVE and HEADING MACHINERY
Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.
ROCHESTER BARREL MACHINE WORKS, Manufacturers of "Greenwood" Stave and Heading Machinery, Rochester, N. Y.

REBUILT STAVE SAWS
Complete with shaft and head to fit Gerlach machines. Ask for details and bargain price on sizes you can use.
5—26"x 53"
3—20"x 42"
1—16"x 35"
2—15"x 28" Bilge
1—20"x 42" Machine complete
THE GERLACH COMPANY
1708 Columbus Rd. Cleveland, Ohio

FOR SALE—One set Trevor heading machinery, $500.00. Address ROACH STAVE CO., Boonsboro, Md.

TIMBER FOR SALE

STAVE TIMBER FOR SALE
Cypress, Hardwood and Pine
Virgin Long and Short Leaf Timber, also Cypress and Hardwood, for sale in Georgia, Florida, Louisiana, and Alabama. 20 to 200 million feet tracts. Good logging and easy terms. Write us your requirements. CHARLESTON TIMBER CO., P. O. Box 533, Charleston, S. C.

SECOND-HAND BARRELS WANTED

WANTED—Single head 30-gallon Irish and Norwegian herring or mackerel barrels, carlots, present and future shipments. Quote price and quantity. MORRIS SOLOMON, 171 Morgan Ave., Brooklyn, N. Y.

WANTED—We are always in the market for glucose, molasses, hard and soft wood lard barrels, and steel drums. TWIN CITY COOPERAGE CO., 806 Fourth St., North, Minneapolis, Minn.

WE are in the market for second-hand sugar barrels, oil barrels, Crisco, and hardwood milk barrels. What have you to offer? Address THE WHITNEY BARREL CO., 117 Linwood St., Somerville, Mass.

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of all kinds
WE INVITE YOUR INQUIRY FOR C. I. F. PRICES
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We are prepared at all times to make prompt shipment in any quantity anywhere
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Tight Barrel Staves *Hickory Spokes*
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Manufacturers of HIGH GRADE
Slack Barrel Staves
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W. W. WILSON STAVE COMPANY
MANUFACTURERS OF
All Classes Kiln-Dried and Jointed Tight Barrel Staves
White Oak Red Oak Gum and Ash
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SLACK BARREL MANUFACTURERS—ALL KINDS
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BARREL ELEVATORS AND CONVEYORS

Page
E. & B. Holmes Machinery Co., Buffalo, N. Y. ..... I. F. C.
Oram Co., The John S., Cleveland, Ohio 14-15

BARREL HEATERS

Colwell Cooperage Co., New York, N. Y. ..... *
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Hynson Company, The, St. Louis, Mo. ..... I. F. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 5

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Liberty Machine Co., Liberty, Maine ..... I. B. C.
Oram Co., The John S., Cleveland, Ohio 14-15
Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.
Weimar Engineering Works, Philadelphia, Pa. 16
Noble Machine Co., Fort Wayne, Ind. 16

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Peel & Bro., J. M., Lake Village, Ark. 24

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Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 24
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Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 5

PAIL AND TUB MACHINERY

Gerlach Co., The, Cleveland, Ohio ..... I. B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.

SECOND-HAND BARRELS

Page
Heidt & Son, C., Jersey City, N. J. 25
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 25

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y. ..... *
Greif Bros. Cooperage Co., Cleveland, Ohio 5
Heidt & Son., C., Jersey City, N. J. 25
Jacobs Cooperage, K. W., Milwaukee, Wis. 24
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Noble, Wm. K., Ft. Wayne, Ind. ..... F. C.
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa. 24
Skuse's Cooperage, Rochester, N. Y. 24

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Pennoyer Co., J. C., Chicago, Ill. 3
Struthers-Ziegler Cooperage Co., Detroit, Mich. 3
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y 5
Wineman, Jr., Henry, Detroit, Mich. 13

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Wineman, Jr., Henry, Detroit, Mich. 13

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Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... I. F. C.
Noble Machine Co., Fort Wayne, Ind. 16
Oram Co., The John S., Cleveland, Ohio 14-15
Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.

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Pekin Cooperage Co., 330 Spring St., New York, N. Y. 25
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Hennen Cooperage Co., The, Lake Providence, La. 24
Henning, Inc., E., Chicago, Ill. 4
Krafft Cooperage Co., St. Louis, Mo. 24
Ozark Stave Co., Chicago, Ill. 25
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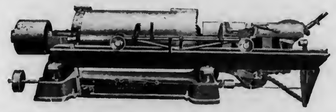
The operator does not have to pull the staves out; they glide from the machine on a Goodyear endless rubber belt. The Hyatt roller bearings make it easier to push the carriage and the sawyer gets more and better staves with less work. The personal profit and satisfaction of the sawyer governs to a large extent the success of the mill.



26" x 53" SPECIAL STAVE SAWING MACHINE
SAWS STAVES ON 26" CIRCLE
FROM 20" TO 42" LONG

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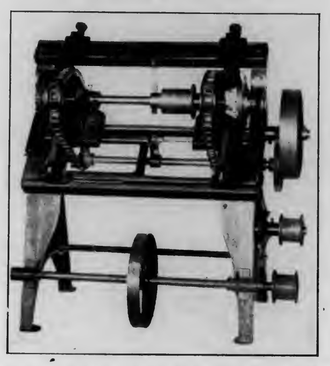

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Capacity 12000 Staves Daily—PRICE $350
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Complete plants
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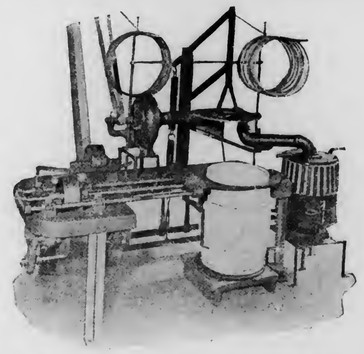

The highest point in machine efficiency is the
"Perfection" Heading-up Machine

for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

Are You Using a "Perfection?"

MARTEN, GRAHN & ANDRESEN
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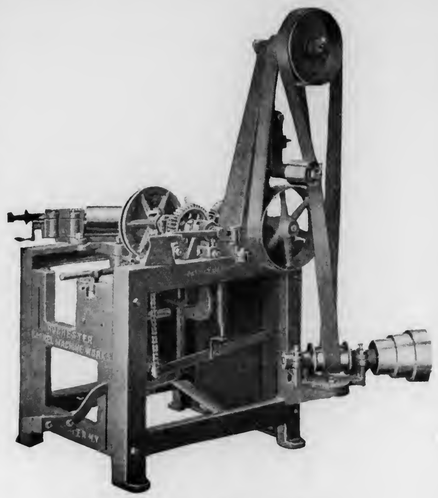

No. 5 Heading Turner

No. 5 HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.

No. 4 Special Stave Cutter

A new design machine of extremely strong and rigid construction especially adapted for cutting hardwood staves. Write for particulars

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The National COOPERS' JOURNAL

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A paper of great value to all stave, hoop, heading and liner manufacturers; to all makers and users of barrels, kegs, casks, tubs, pails, machinery and mill supplies.

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May 8th, 9th, 10th

This convention will afford the most vital opportunity ever offered for BUILDING A GREATER COOPERAGE INDUSTRY.

If you are interested in the continued and increased use of THE WOODEN BARREL, the foundation stone of your individual business, you will not fail to be on hand.

All members are expected.

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TIGHT AND SLACK

TIGHT AND SLACK

Vol. 43, No. 12 Philadelphia April, 1928

More Evidence!

That the

UNIVERSAL

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DRY KILN

Is the Kiln for the

COOPERAGE MANUFACTURER

GLENN & TRAMMELL

MANUFACTURERS OF

SLACK BARREL STAVES

MOUND CITY, ILL.

3-12-28

Universal Vacuum Dry Kiln Co.,
Kansas City, Mo.

Gentlemen:

Your engineer is leaving today and we want to tell you how pleased we are with the way our two new Universal dry kilns are drying our slack barrel staves.

The first charge of staves came through the kiln in twenty three hours and were perfectly dried, being free from the many common defects usually encountered in air dried stock. Every stave was bright and clean and properly dried.

We also wish to compliment your engineering department for the manner in which they supervised the installation of these kilns. Your service in this connection has been very helpful.

Yours very truly,

G. C. TRAMMELL

THE GIDEON-ANDERSON COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

SLACK COOPERAGE STOCK

SAINT LOUIS
GIDEON, MO.

Gideon, Mo.
March 28, 1928

Universal Vacuum Dry Kiln Company,
Kansas City, Mo.

Gentlemen:

Attention: Mr. F. L. Taylor:

We are pleased to advise that we have just completed the Dry Kiln purchased from you and have had ample time to test it thoroughly and wish to advise you of the satisfactory results which we are having.

This Kiln is very complete, being built of brick and concrete and your machinery installed and in testing we have found that we can dry these staves to our perfect satisfaction in twenty-four hours and that the grade of them is raised materially. We have also found that we have reduced our labor cost approximately $12.00 per day, caused by saving in men over our air dried operation.

We wish to thank you for the valuable assistance your Engineers have given us in the erection of this Kiln and in the installation of the machinery and have found them to be very efficient in this kind of work.

We assure you that we will be very glad to recommend this Kiln to any one and you have our permission to use us as reference at any time.

Should we have any more Kilns to build in the near future you may be assured that they will be Universal Kilns.

Yours very truly,

W. A. Anderson
General Superintendent.

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- Eliminates Mold
- Raises Quality
- Saves Losses of

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TIME
MONEY

- *Cuts Down Operating Costs*
- *Pays Its Way from the Start*

Write for the rest of the Story Today~~No Obligations

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DRY KILN ENGINEERS & MANUFACTURERS

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We know that you'll be satisfied with our merchandise as well as our service.

Red Oak and White Oak
from 9" to 23" in diameter
of the best quality

Hardwood Lumber

Wm. H. Coleman Co.

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FORTY-FIVE YEARS OF SERVICE

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COOPERAGE SUPPLIES

Promptness is our Motto

GOOD STOCK is what we want to buy
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Tight Cooperage Stock

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CHICAGO NEW YORK MEMPHIS

WARRIOR HEADS

means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.

Cooperage Stock

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Any size Heading from 12 inches to 24 inches

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HEADING

SLACK

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Enormous Factory Capacity
Huge Timber Holdings
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Cars Straight, Matched or Mixed

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Coiled Elm Hoops
Staves
Heading
Headliners
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LARGEST PRODUCTION OF

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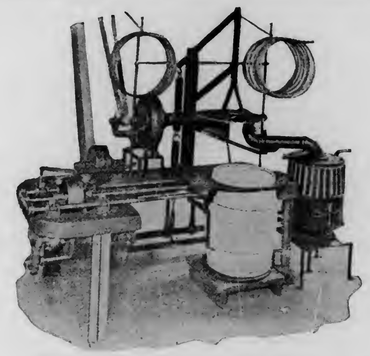
Manufacturers of

Tight Barrel Circled Heading



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"Perfection" Heading-up Machine

for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

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HEADING ALL SIZES

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COILED ELM HOOPS

ASSURED

QUALITY AND SERVICE The "keynote" of our business secured by our double inspection.
FAIR DEALINGS—"Our Motto."
RESPONSIBILITY—Built on 17 years' operation and Pleased Customers.
OUR SALES METHOD—Direct to you—eliminating one or two profits.

The Story of a Business Built by Satisfied Customers
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FERRIDAY BOX No. 43 LOUISIANA

Write, 'phone or wire us
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Staves, Hoops and Heading

Orders for Straight or Mixed Cars
can be handled efficiently and quickly, as
we can assemble at advantageous points

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TIGHT BARREL STAVES

Tight Sap White Oak Oils,
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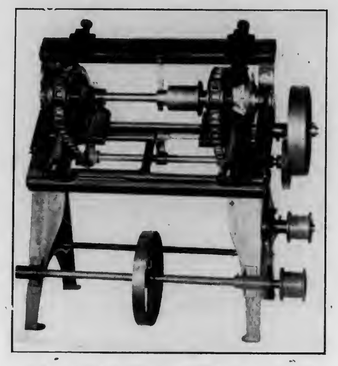

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The National Coopers' Journal

FORTY-THIRD YEAR | Philadelphia, April, 1928 | $2.00 PER YEAR VOL. XLIII, No. 12

Brisk Demand in New Orleans Keeps Coopers Busy

Vegetable Shipping Season Now at its Height—Syrup, Lard and Oil Trades Placing Numerous Barrel Orders—Wooden Barrel Propaganda a Necessary Factor to Future Success of Industry

There are in New Orleans some six shippers of vegetables who are each using about two hundred barrels per day, and one who uses something more than this number. This is the nucleus of the produce barrel trade here at present, the part of it that can be relied upon. There are other shippers who give good large orders and after using the barrels drop out of sight of the coopers, taking to substitute packages, and there are still others who give small barrel orders frequently. It is these large orders coming from time to time that make the cooperage business uncertain and fluctuating, but the small amount of steady business, being pretty well distributed among the various shops, gives them all a start towards a day's work on produce barrels.

Substitutes for Wooden Barrel Are Busy in the Produce Field

Some of the country shops in this vicinity are doing extremely well, while others have almost succumbed to the competition of the substitute package for vegetables. A cooper will canvass a certain territory and find what seems to be a definite market for from fifteen to twenty thousand barrels during the season. This will encourage him to put in a branch shop in that section. He may get all the business he anticipated, and the fact that his branch shop is located conveniently for the shippers may bring him business that he had never foreseen or expected. On the other hand the shippers who have promised him their business may become the victims of the crate and hamper delusion, and his orders may dwindle to one-third of what he anticipated, leaving him nothing but a run of about sixty or eighty miles for his money.

Business at the country shops is, on the average, good, but it takes a hustler to get it, and a man who will take chances, for it is not a sure thing.

Tongued and Grooved Barrel Used in Fish Industry

The demand for fish barrels is good, and the trade in soap stock, and the call for barrels for this purpose, is steady. The call for shrimp barrels is small, but satisfactory, and it is pleasing to note that the shippers of dried shrimp are calling for and getting, tongued and grooved barrels. This is a move in the right direction, for the merits of the tongued and grooved barrel should be better understood.

Lime and Cement for Road Building Shipped in Wooden Barrels

Where building and road making is in progress it is pleasing to note that much of the lime and cement used arrives in barrels. New Orleans coopers are not getting any of this trade, but the business in general has the benefit of it.

A Brisk Export Business is at Hand

The export trade in shooks, both tight and slack, is now pretty brisk. Mexican demand for tight and slack packages for petroleum products is steady and growing, and the Cuban bottle barrel demand is increasing with the coming of the heated season. The local demand for bottle barrels is small, but shows signs of reviving.

Syrup, Lard and Oil Barrels Are in Good Demand

Although the vegetable shipping season is now at its height it is probable that there are more tight than slack barrels being made here. The local trade is good, and there is a brisk demand for syrup, lard and oil barrels and for barrels and halves for alcohol, and then there is the export business. Eighty thousand made up empty barrels were exported from New Orleans during the year 1927, about three-fourths of this total going to Argentina. Argentina seems a long ways off to ship so bulky a package as an empty barrel, but it is done, and the trade is steadily growing. The next best foreign customer for this line of package is Uruguay, and the barrels are used in both countries for lard, syrup and rum.

Good Evidence That the Sugar Barrel is Still in Existence

During the last cane grinding season there were more sugar barrels used than had been called for during several previous seasons, but even the men who helped supply this trade did not realize how many sugar barrels had been used until they saw the number of used sugar barrels thrown on the market. A large part of the sugar produced at the country mills is bought by the great refineries, and, although it is of high quality, is put through some additional process that is supposed to give a finishing touch to its perfections, after which it is placed in little cartons, ready for the retail trade, and the barrels in which it reached the refinery are sold to the second hand trade, to be disposed of by the coopers, with a living profit for the handling. These packages are practically as good as new, and require no overhauling. Sometimes the refineries pack some of their sugar in barrels, but as a rule they will never fill a used barrel, no matter how good and how clean it is, but use only new barrels made in their own shops. For this reason there are sometimes a great many practically new barrels on the market, offered at a used barrel price. This is a competition that is pretty hard for the makers of new barrels to meet, but then, the dealers in used barrels must live, and, often as not, they were the same men who made these sugar barrels in the first place, so one side of their business helps the other after all.

Brooklyn Cooperage Co.'s Tight Barrel Department Operating Almost to Capacity

The big shop of the Brooklyn Cooperage Co. occasionally makes sugar barrels, but most of their work now is on tight barrels, and their tight barrel department seems to be operating full force, and producing great numbers of packages. Although they do not at present make many slack barrels they keep this department strictly up-to-date, and have recently purchased a machine for the tonguing and grooving of staves.

Burbank Cooperage Company Installs Additional Equipment

The Burbank Cooperage Co. is having a good season. This firm has always specialized on used barrels, and is probably the largest dealer in that line in the city. However, they produce large quantities of new produce barrels, both at their big city shop and at their country shop, and their new tight barrel business has so increased that they have found it necessary to install a full set of tight barrel making machinery, in order to meet the demands of their trade.

The Marcuso shop at Kenner, a few miles out, and in the middle of a famous vegetable country, is doing a good business

in produce barrels, and also enjoys a fair trade in other cooperage packages.

They are always pretty well stocked up on finished barrels, ready for shipment, but this stock is constantly moving, and they are usually in the market for staves, heading and hoops.

Ornamental Kegs in the New Orleans Market

One of the commonest and most attractive things seen in homes and offices here is the keg or small barrel used as a container for drinking water. The coopers here sometimes make a few of these small kegs in an experimental way, but no one seems to specialize on that branch of work. Most of these small packages seem to have been made in Memphis, by the Chickasaw people, who certainly produce works of art. These neat little packages should come into general use everywhere.

Fair Volume of Orders for Stock and Barrels—Apple Outlook Favorable—C. M. Van Aken

During the month of March there has been a fair amount of cooperage material moving into this territory. Business is more or less spotty, however, with orders not, as a rule, placed for large quantities, most of them being single car orders. This is apt to cause a feeling that business is not what it should be, but when the end of the month rolls around and the volume of business is checked, it is found that this volume compares favorably with corresponding months of previous years and there is no cause for alarm.

In the fruit business just now we are passing through a speculative period. An April freeze, frost or freezing rain can quickly turn a promising outlook into a failure. Reports from the different fruit sections are favorable, cool weather has had a tendency to retard the blossoms, so that a frost now would not be particularly injurious. But, however, during this month some warm weather is always expected. This warm weather will expand the blossoms and it is then that everyone interested in apples is anxious that the frost shall be kept away. There is a general feeling that if we can get through the month of April without a killing frost, we have passed one of the important and trying periods in the life of apples and a milestone on the road to a fair crop is behind us.

Cooperage orders already placed will insure the moving of a normal amount of material during April. Considerable business has been placed for later shipment contingent upon successfully passing the April milestone. We hate to think of a killing frost in April, for the absence of it would enable the cooperage business to move right along in the even tenor of its way with a volume equal to or in excess of last year. This is what all of us interested in the eastern cooperage business want to see, but its realization is something that none of us feel able to prognosticate.

Inquiries for Cooperage More Numerous in Great Britain—J. C. Tinkler

Since the beginning of the year, trade has been quiet in all lines, as is chiefly the case in Great Britain at this time of the year.

In the last two to three weeks there have been signs of a bigger demand for stock, but we do not look for much change until the early summer. Should we have a good warm summer then it will make a vast difference to the quantity of barrels required.

At the same time, the undertone is quite good. Inquiries are more numerous than for several years past, and, with the exception of one or two particular lines, we think coopers will have a better year here than for some years past. At least that is a condition for which we are all hoping.

A MESSAGE TO THE COOPERAGE TRADE FROM PRESIDENT NASH

TO THE TRADE:

On May the 8th, 9th, and 10th, the Thirteenth Annual Convention of our Industry will be held in the Jefferson Hotel, St. Louis, Missouri. I wish to urge each and every member of the Cooperage trade to be present and attend the sessions that will be held during that period.

Our Industry, in common with most others, has been experiencing the difficulties which arise from over-production, brought about by a lessened demand. I believe better times are ahead of us, but it will take our very best thought and co-operative effort to get the utmost good out of the future.

The subject of Trade Extension, which was discussed at great length during the sessions of our last convention will again be the chief topic for consideration, and it is hoped that with the interval of six months that has elapsed since our meeting in Memphis, the thought given to this subject will be expressed very fully in the meetings of each group, as well as in the general meeting. Come prepared to enter into the discussion of this most important subject. At least be sure to be present at your group meetings and the general meeting. I am confident it will be well worth the time spent.

You are interested in the future prosperity of the Cooperage business and none of us can afford to be apathetic when plans for its betterment are being promulgated.

Yours for the Wooden Barrel,

T. J. NASH, President,

The Associated Cooperage Industries of America

Rosin Barrels Very Much in Favor for Export Through New Orleans

In spite of all the talk about changing to metal packages for rosin the wooden barrel seems to be the only package used for the quantities of this product handled at this port. None of the shops here have any trade in turpentine barrels at present, but some of the dealers are filling orders for turpentine barrel stock.

But Asphalt is Shipped in Substitute Packages

Now and then there is a good order for asphalt barrels, which is good business, when it can be had, but the demand, though pretty good at present, is rather uncertain. Asphalt for domestic use is handled in tin barrels, but supplies for export are usually shipped in wooden barrels.

The R. D. Bodle Company of Seattle, Washington, one of the largest fruit concerns in the Northwest is completing the construction of a new barrel plant at Grand Mound, Washington. This company is operating cooperage plants at Auburn and Puyallup, Washington, and two plants in Oregon.

A Pacific Coast Cooperage Company That is Making Great Strides

The Carlton Cooperage Company, Carlton, Oregon, whose advertisement appears elsewhere in this issue of the JOURNAL, is rapidly taking its place among the leading manufacturers of tight and slack cooperage stock.

According to reports, this company has developed its production operations to a point where it is the third largest commercial cooperage manufacturer on the Pacific Coast producing staves and headings from Old Growth Douglas Fir.

The Carlton Cooperage Company is located adjacent to a very extensive tract of old growth yellow fir which places it in a position to handle quantity orders for fir staves and headings. The capacity of the plant approximates seventy-five thousand feet of board measurement a day which reduced to staves and headings runs into a considerable volume.

The Hipke Packing & Provision Co., Kenosha, Wis., has been incorporated with 250 shares with a par value of $100 each. Adolph Hipke, Joseph Hilulochy, E. Malloy and J. H. Hubosky are the incorporators.

Inquiries for Cooperage Numerous in Louisville

Outlook for Future Business Good But Coopers Are Hoping for Immediate Shipment Demand—Conditions in Barrel Using Industries Promising

There have not been a great many orders placed for anything in the cooperage line over the past month. Inquiries have been a little better for future shipments, but what the cooperage and stock man is in need of is immediate delivery business which will enable him to operate on a better schedule. There is no doubt but what the Eastern jobbers went into the new year with a better stock of made up packages on hand than was generally thought, as their buying has been comparatively light. Package plants have not been busy as is shown by the relatively light demand for staves and heading. Buyers are placing inquiries but do not appear to be in any hurry to place orders.

Immediate Delivery Orders Would Be Welcomed by Coopers

Of course there will be plenty of business eventually, but with plenty of plants not doing more than 25 per cent. of the volume handled when they are busy, naturally things look a little blue to them. If a heavy demand does develop there is every indication that staves and heading will advance as production is light and has been for some time.

General Conditions in Barrel Consuming Industries Are Good

General conditions as to demand for containers look fairly promising. The petroleum industry, due largely to competitive conditions and price cutting, did not make as much money the past year as in some former years, as shown by financial statements of a number of companies, and there have not been as many wooden packages moving to the refiners as was the case this time last year, or as much material to refiners making their own barrels.

Indications are for a big cotton acreage in the South this season, due to a fairly good price last season, and an advancing market at the present time, based on the theory that cotton in hand will not last until the new crop is on the market. A big cotton crop means prosperity to the South, if prices are fair, and at any rate means a lot of cottonseed and activity for oil crushers and packers of cottonseed derivatives.

The paint and varnish industries have gotten away to a good start this year, and the outlook is reported as normal. The general food packing industries are a problem. Indications are for good acreages if weather conditions are favorable this spring. A good fruit year would also help.

Indications are that there will be a better demand in the fall for tobacco hogsheads than was the case last season, when the smallest tobacco crop in several years was handled. However, prices are better than for several years, and a very large acreage is to be put into tobacco this season, according to reports. Of course there are not so many hogsheads used today as formerly, due to the fact that in the old days tobacco was placed in hogsheads on the farm and shipped to the large sales markets, whereas today it is hauled in bulk or baskets, and sold over loose leaf floors, much of it never seeing a hogshead from time of growing to consumption. Nevertheless, with an increased crop, the tobacco hogshead manufacturers will enjoy a much enlarged business.

Here and There in the Louisville Cooperage Trade

J. N. White, Louisville Cooperage Co., remarked that there had been virtually no change in the general situation since the first of the year. Business has been quiet and still is that way. Since prohibition the winter periods have been trying ones for the cooperage industry, which is much more dependent on the packers of food products. The company is operating at considerably under 50 per cent. in its Louisville barrel and keg plants, and is doing very little at its stave or heading mills. In Eastern Kentucky it has one stave mill in operation. In Louisiana out of its several plants, one heading plant is working up stock that is being circled.

At the Atlantic Tank and Barrel Co., Arthur Herb reported that business was running along at just a trifle better than at this time last year, and while future inquiry was fair, more immediate business could be handled to advantage. Mr. Herb said that nothing definite had been decided upon as to whether the Louisville division would add a keg department, but that this question would probably be settled very soon.

The legislature was so busy with politics and foolish bills that constructive measures had very little chance. Some very excellent reforestry, fire protection for forestry, and forestry taxation measures by Senator N. U. Bond, lumberman of Jackson, Ky., introduced in the Senate, failed to reach the law enactment point. One of these bills would have resulted in what it is believed would have proven nothing short of general replanting of cutover lands.

Nothing new is to be learned regarding plans of the American Medicinal Spirits Corporation, in which the R. E. Watehn Distilling Co., plant at Louisville was merged a few weeks ago. Workmen have been busy in getting the local plant in shape to run, but whether permits will be issued even this year is a question.

Flour Barrel Business of Buffalo Ahead of 1927 Volume

The flour barrel demand has been steady during the past month, more so, in fact, than it was a year ago. With a fair number of men being kept at work and enough orders to produce a fair volume of business, conditions are called about as good as could be expected. Coopers have no cause to complain when they size up the situation in other industries, where, too, the volume of business is not as large as it should be. If there is no boom in the Buffalo cooperage demand, there certainly is no depression.

Cooperage Stock Prices Are Reported as "Easy"

Prices for slack material are reported easy, but most coopers are not much in need of stock, having either fairly large supplies already bought or else finding little need, as in the apple barrel trade, which will not start up until later. Millmen are, as usual, predicting higher prices with the approach of warmer weather, and they point to the fact that stocks in some sections of the South have been curtailed to quite an extent by recent rainy weather. The effect is seen in a stiffening in lumber prices and may be followed in due course by higher figures for slack cooperage material.

Cold Weather Has Proved Beneficial to Apple Districts

The month of March has been fully as wintry in Western New York as was the month of February and the continued cold weather may be of benefit to the apple trees, which had begun to bud out fast under the influence of unseasonable warm temperatures. The fears for big damage to the apple crop seem to have subsided, and now it is hoped that a good sized yield will be forthcoming.

Apple Prices Are Strong

Apple prices have ruled very strong in this market during the past month. The leading varieties have been quoted at $6 to $8 per barrel, which looks exorbitant to those old enough to remember when a barrel of Greenings could be bought for family use during the winter for only $1 a barrel. The barrels in those days could be bought for 25 cents. Nowadays the poorest apples bring at least $1 a bushel.

Veteran Barrel Maker Dies

Christopher Huehn, for years in the cooperage business at Waterloo, Ont., died on March 6th, after an illness of five months. He was born at Erbsville 66 years ago and had lived in Waterloo for forty years. He was prominent in municipal affairs, having served on the county council, the town council and the water and light commission. Surviving are his wife, two sons and four daughters.

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The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

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(Signed) M. E. DOANE, Manager.
Sworn to and subscribed before me this 2d day of April, 1928.
(Seal) JAY R. GRIER, Notary Public.
(My commission expires January 1, 1931.)

We Are in Business to Sell the Product We Manufacture. Let's Do It!

THE JOURNAL recommends a close reading of two articles which are reprinted in this issue from *Printers' Ink;* namely, "Put Everybody in the Organization on the Sales Force," and "Trade Publicity the Basis for Banker's Loans."

These two articles contain much that is pertinent to the cooperage trade at the present time, not only because of the need for the development of a sales and advertising consciousness throughout the cooperage trade, but especially because of the Trade Extension and Publicity Plan which will be considered, and we earnestly hope adopted, by The Associated Cooperage Industries of America at its Thirteenth Annual Convention in St. Louis next month.

Manufacturing processes have been uppermost in the mind of our trade at all times. In group discussions, at conventions, and in almost every gathering of cooperage and cooperage stock men, the main topic of business conversation has been production and production problems. Too often has the subject of selling and advertising been allowed to remain in the background, and too long has the cooperage trade looked upon selling and advertising as something good for any other industry but its own, ensnared by the false belief that buyers of cooperage would always come forward with their orders even in face of well planned, properly financed and well executed sales campaigns by substitute container industries.

It is now, and always has been, right and proper that the manufacturing processes of cooperage and cooperage stock should be of the highest possible type, so that a quality product may be guaranteed at all times; but it is equally of as great importance that all of the entire cooperage industry realize fully, quickly and actively, as Mr. Potter points out in his article, that "we are in business to sell the product we manufacture."

The successful concerns and industries of today are those who have and are developing "sales minded-ness" and "sales-sense" throughout their trades and throughout their individual businesses. "Looking at it from the selling or customers' viewpoint" is saving thousands of dollars to many concerns, because when an entire organization becomes permeated with the idea of "sales" there is less tendency to try to "get by," and consequently there is less wastage, fewer complaints, and a minimum of unsatisfactory products.

In this connection we recall a recent conversation with a cooperage manufacturer. The talk turned to selling, and this cooperage manufacturer said: "I wish so and so would send his foreman or someone in his plant on the road for a few months. I bet he would have a better idea of what constitutes good staves than he has now. I have approximately two cars of stock on hand that are almost a total loss to me. An adjustment is always possible, sure, but what am I going to do with the stock? Someone certainly was getting away with it when that stock was shipped."

The biggest problem in the cooperage industry at present is Selling. Our trade, both collectively and individually, must begin to develop a proficient selling organization. No longer can cooperage and cooperage stock manufacturers depend upon the consumer to always call for wooden barrels, nor can they hope for an enlarged and extended market for wooden barrels without working hard to get it. Buyers of wooden barrels are being importuned constantly by substitute container salesmen for a trial of their product, and when such a trial is granted, it is always possible to find someone in either the production or purchasing departments who can be sold on the merits, real or imaginary, of the substitutes.

The opportunity to start this very important organization work is presented to the cooperage industry, through the proposed Trade Extension and Publicity Plan of The Associated Cooperage Industries of America. In the consideration of this plan let us look at the issue from every angle. Let us compute the cost, which amounts to just about 1 per cent. of each individual's gross business. Compare this small cost with the results,—a wider market for wooden barrels, a prosperous industry and a profitable business for all concerned,—then in adopting the Plan, let us get behind it and support the work not alone in the way of contributing, but in the development by each and every cooperage and cooperage stock manufacturer of a selling and advertising campaign for his own business so that the benefits derived from the Association's Trade Extension and Publicity Campaign may be enjoyed to the fullest extent. Failure by many cooperage and cooperage stock manufacturers to keep their firms and their lines of product continually before the buying markets by means of steady and continuous advertising, has helped to augment the loss in wooden barrel business which has been sustained and if once our industry, as a whole, can be stirred into advertising actively the results in the way of trade and business gains will be revolutionary.

Industry Selling and Trade Publicity, plus Individual Selling and Advertising, are the real means of increasing the shipping package user's demand for wooden barrels. The best manufacturing facilities, coupled with the highest quality product will find themselves heavily handicapped in the fight for business today unless aided by a strong, efficient and consistent selling and advertising campaign. "We are in business to sell the product we manufacture." Let's do it!

Value of Statistical Compilation by Trade Bodies Showing Effect in more Intelligent Competition

THE danger of using a single standard to measure the progress or retrogression of industry and the valuable work that trade associations are doing through statistical compilation in protecting their members from the twin evils of overplanting and overproducing, are pointed out by E. W. McCullough, Manager of the Department of Manufacture, U. S. Chamber of Commerce, as a result of the Department's study of the "Trends in Manufacture."

In summarizing existing conditions, Mr. McCullough states that "apparent over-production is often traceable to interrupted or inefficient distribution planning—again to sudden switching of demand to improved designs or to substitutes due to better utility or radical price advantages.

"Production control individually is being exercised by the manufacturer through the use of dependable statistics developed by his trade association and in helping solve overproduction in some lines.

"The promotion of collective cost studies in certain industries is showing effect in more intelligent competition.

"Unemployment resulting from better planning and the use of more labor-saving machinery has been exaggerated and is generally temporary. Reabsorption of workers is constantly going on, if not by new or expanding industries, it is quite apparent in selling and distribution; also in the increasing volume of service demands.

"Chambers of commerce are reducing their seeking of new industries to a science through industrial surveys, investigations, and evaluating the worth of each industry to the community. Buying factories by bonuses is waning.

"Trade associations are protecting their members against unwise additions of new plants to the producing capacity of their industries by furnishing factual data as to existing conditions to would-be expansionists."

"Teamwork for Prosperity" a Slogan That Will Prove a Winner

BETTER teamwork among all classes of business as the most effective means of maintaining local and national prosperity will be the central theme of the Sixteenth Annual Meeting of the Chamber of Commerce of the United States to be held in Washington, D. C., May 7th-11th.

All phases of business coöperation—by individuals, corporations, chambers of commerce and trade associations—will be discussed. Group buying and selling, the new competition with whole industries struggling for new markets and many kindred subjects will be presented by business executives who have distinguished themselves in their particular lines.

"Teamwork for Prosperity" is the slogan adopted by the Chamber of Commerce for its Sixteenth Annual Meeting and the Chamber is to be congratulated upon its wise selection for it is only through teamwork that the prosperity of American Business can be protected and increased.

Wants in Cooperage Lines

C. B. A. Care of THE JOURNAL *is in the market for pine heading.*

Con. Yeager Co., 1266 Spring Garden Avenue, Pittsburgh, Pa., is in the market for spice drums and kegs, also small ash kegs for sausage casings.

The American Cooperage Company, Inc., Maurer, N. J., is in the market for second hand single and double headed barrels suitable for oil, tar, tallow, etc.

Andrew Ritter, 1221 Shackamaxon St., Philadelphia, Pa., is always in the market for empty sound glucose barrels. Quote lowest prices in your first letter.

A firm in Athens, Greece, desires to get in touch with American manufacturers of oak staves, with view of securing agency contract. Address No. 30257, Bureau of Foreign and Domestic Commerce, 20 S. 15th St., Philadelphia, Pa., or Washington, D. C.

A firm in Bordeaux, France, inquires concerning agency connections with American manufacturer of oak staves for wine casks. Address No. 30181, Bureau of Foreign and Domestic Commerce, 20 S. 15th St., Philadelphia, Pa., or Washington, D. C.

Louisville Cooperage Co., Louisville, Ky., wants for prompt and future delivery mill-run regular sawn, white oak staves or white oak cut-offs that will run a large per cent. wines as follows: 200,000—18"; 200,000—22"; 200,000—24", and 300,000—30". Also, red oak cut-offs as follows: 200,000—22"; 200,000—24"; and 200,000—30".

Promising Apple Crop Outlook for Pennsylvania

All indications point to large fruit crops in Pennsylvania this season. Although late March predictions are of little value as to how large the fruit crop will be when the harvest begins in September and October, the Pennsylvania Bureau of Markets reports conditions are particularly favorable for apples and peaches for this season of the year.

Contrary to earlier reports the heavy snowstorm of March 18th caused little actual damage in the large orchards of South-Central Pennsylvania. There was some breakage of fruit tree limbs but the storm caused no damage to the fruit buds which are set heavily on the trees this spring.

Owners of many of the largest orchards in the commercial fruit district state that the storm was of benefit to the trees, rather than a detriment, since the fruit buds were given a check in their development.

The recent warm days were insufficient to cause the buds to develop to any appreciable degree so that the present condition of the buds is more favorable than at this time last year, when the warm March weather forced the fruit blossoms to open early only to be severely injured by subsequent killing frosts.

Put Everybody in the Organization on the Sales Staff

"There Really is Only One Department in the Organization and That is the Sales Department. We Are in Business to Sell the Product We Manufacture"

By H. T. POTTER*
Vice-President, The Wyoming Shovel Works

Quite a few months ago, I was asked: "What is the relative importance of the sales and manufacturing departments?" It then developed that this question was asked because the superintendent of the company I refer to had endeavored to determine the point. He had created the issue because of a few decisions contrary to his recommendations concerning certain matters of company policy.

The question strikes me as being a foolish one. In my opinion, this thought should not be allowed to exist in any form. The superintendent should have been promptly answered to the effect that: "There isn't any relative importance—we all belong to the sales department. That is all we are in business for—to sell the product that we manufacture."

There Should be Thorough Co-operation Between All Departments

However, it is not necessary to have opposition or jealousies between departments in order to develop a dangerous attitude—indifference is just as harmful, and indifference prevails in too many organizations. I refer, of course, to indifference as to what another department is doing and indifference to the part that any department plays in the whole scheme.

What becomes of a concern the manufacturing department of which thinks that its sole mission is to match wits with cost sheets and that it has to answer only to the superintendent whose rôle, in turn, is entirely apart from any other in the plant? How can an organization possibly be successful when the plant executives feel that whatever happens after the product leaves the factory is the problem of the sales department?

Similarly, what becomes of a concern whose auditing department deals only in figures and has nothing further in view than the end of the fiscal year?

What becomes of the concern whose purchasing agent is interested only in the lowest bid and who is not interested at all in the preservation of good-will?

The Manufacturing Department Must Develop Sales Sense

The proper sort of manufacturing department is one that has just as keen a sense of market values as anybody in what is called the sales department. A manufacturing department which knows of the fickleness of public taste and judgment—that knows of the short tenure in any market of failing quality and obsolete patterns—is, in truth, part and parcel of the sales department.

What the Auditing Department Should Understand

The right sort of auditing department is one which recognizes that its mission is to do things in a way that will permit the free flow of goods and that will build good-will among the company's customers; which sees to it that the methods employed are modern and as brief and explicit as possible; which carries in mind that whatever goes out of the auditing department is following along at the heels of the messenger who has been sent out beforehand to make a sale, and which realizes that whatever memories its invoices, statements or letters create will be the sort of memories that the salesman has to encounter the next time he calls for more orders.

The factory men should know that the shipping room is their display room. They must know that no matter how clever or resourceful the field force may be, the future of the plant depends on what they send to the shipping room.

Sales Are Often Made or Unmade by Office Force

The office men should know that they are the point of contact with customers in between the calls of the messengers. They are supposed to unravel the other people's knots and keep their own strings straight.

Buyers Should Not Forget That Their Own Company Has Salesmen

Purchasing agents should know that every man who calls on them has a purchasing agent back home, who can be as mean or as pleasant as any other purchasing agent. They should realize that if there is one man who belongs to the sales department it is the purchasing agent.

The traveling men, with this background to support them, can go out conscious that the salesmen back home have done a good job—that they have made good goods and that they will be shipped on time. They know the invoices will go out clearly stated, precise and correct. They feel safe in the knowledge that statements will go out in the proper way, without any surly footnotes or cheap rubber stampings.

Get the Marketing Outlook in All Departments

It is indeed surprising the wholesome states of mind that are created in an organization which is largely guided by marketing outlooks. I have an acquaintance with an auditor whose early training was in the accounting department of a railroad. He had been almost altogether removed from public contact. Good man that he was and is, his first years with a commercial enterprise to which he transferred his abilities, showed him entirely devoid of an understanding of human nature and, of course, devoid of that most interesting and useful art—how to control it. He is a man with a particularly accurate mind, yet he was a nuisance to all his associates.

What do you suppose reformed him? Simply the persistent attitude of his associates in taking him into their confidence and seeing that he had access to all angles of the business. He made calls with the traveling men and he was urged to make the rounds of the shop as often as possible. Today, I believe that man would make equally as good a superintendent or district sales manager as he does an auditor.

How often have you seen superintendents lower the morale of all the shop men, via the foremen, by propaganda that traveling men are a tribe apart, who have queer ideas, live at good hotels, are not familiar with shop practice, production and costs and not capable of producing any good ideas of manufacture? How often have you seen auditors who had persuaded themselves that salesmen are a necessary evil whose only mission in life is to contribute loaded expense accounts with the totals in error and who only sold to customers without credit rating?

And how often have you seen salesmen who swore superintendents were mostly archaic and auditors were only adding machine operators?

We Are All Selling Something

What are salesmen anyway? A high-class salesman is a superintendent or auditor who has the faculty of logical reasoning out loud. Some men can write well, some men are good craftsmen, while salesmen can convey ideas verbally to somebody else.

Personally, I haven't much faith in a salesman or any hope for his future, if he hasn't had experience in the shop or office. The best salesmen I know of are those who had other experience and who then took up salesmanship as best befitting their individual personality.

Any company that will instil the idea throughout its organization that the purpose of its entire activity is *to make things to sell* should not have any great trouble achieving success.

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TIGHT
Staves
We manufacture a package suited to practically every purpose for which tight cooperage is used.
FOUNDED 1884
BARRELS
ALL SIZES
KEGS
Heading
Our stock is cut from carefully selected timber, in mills that are modernly equipped and competently manned.
FOUNDED 1884
National Cooperage & Woodenware Company PEORIA, ILLINOIS

THEY'RE GOOD STAVES!
WHEN YOU HEAR
THAT SAID - - - - - - - - -
IT'S USUALLY ABOUT
SLACK STAVES - - -
MANUFACTURED
BY - - - - - - - - -
BOONE
COOPERAGE COMPANY
Grenada, Miss.

Harlan-Morris
MANUFACTURING CO.
Tight Barrel Staves
Air Dried and Listed
Kiln Dried and Jointed
AND
Circled Heading
Selected White Oak, Red Oak, Ash and Gum Timber
Proper drying, careful manufacture and prompt deliveries guarantee your satisfaction.
We are ready to ship your order
Jackson—Tennessee
BRANCH MILLS IN TENNESSEE, MISSISSIPPI AND ALABAMA

TIGHT
DOUGLAS FIR STAVES AND HEADING
SLACK
We are in position to handle any size order for tight and slack staves and heading made from **OLD GROWTH YELLOW DOUGLAS FIR TIMBER.** Our manufacturing and transportation facilities are of the best and we can care for your requirements on short notice.
Tub stock is a specialty with us.
May We Have Your Inquiries? *You Will Like Our Product.*
CARLTON COOPERAGE CO. -:- -:- **Carlton, Oregon**

Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers

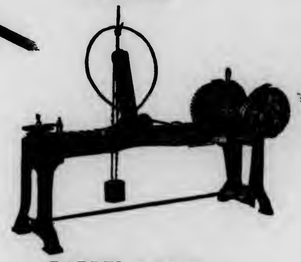
BARREL MACHINERY
Oram
CLEVELAND, O., U.S.A.

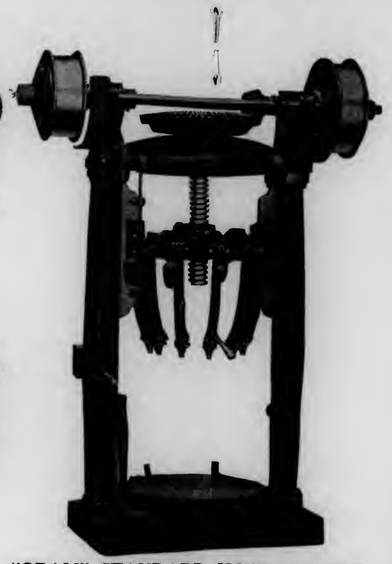
IF IT IS **ORAM'S** IT IS RIGHT

THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS
AND FOR MAKING PROFIT FOR THE USERS

"THE OLD RELIABLE" **WOODEN BARRELS**

WINDLASS





STEEL TRUSS HOOPS
ELECTRIC WELDED—"Made Right"
Outside painted any color, if wanted

LATEST BARREL CROZER
WITH BALL BEARING ARBORS
AND POWER FEED ATTACHMENT
For 5 to 65 gallon packages

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HOOP RIVETING MACHINE

HEADING PLANER

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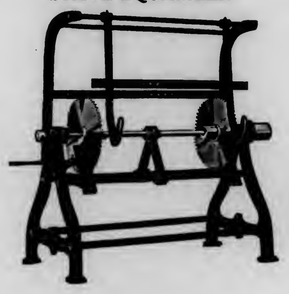

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Now made with Ball Bearing Arbor

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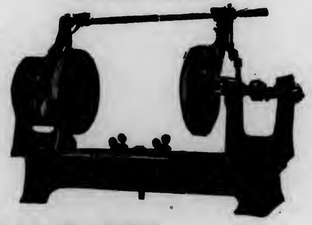

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ROUND EDGE—Special Carbon Steel
Sizes stamped inside, if wanted

NEW "ECONOMY" (PATENTED)
HEADING-UP MACHINE

ROSIN BARREL STAVE CROZER
With Automatic Hopper Feed

"ORAM" STANDARD HOOP DRIVING MACHINE

SIMPLE—POWERFUL—DURABLE

Capacity—As fast as operator can handle. 600 to 1,000 packages per day of 10 hours, and all properly driven

STAVE JOINTER

HEADING JOINTER AND DOWELLING MACHINE

NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE

FIFTY-SIX YEARS
of
"Knowing How"

ESTABLISHED 1872
INCORPORATED 1914

THE JOHN S. ORAM CO.

STAVE, HEADING and BARREL MACHINERY

CLEVELAND, OHIO, U. S. A.

Your Copy of Our New
No. 27 Catalog
Now Ready for Mailing
on Request

A "NOBLE" HOOP DURAND, MICH.

THE FINISHED BARREL

A "NOBLE" HOOP NAPOLEON, OHIO

TELLS YOU ALL

YOUR PRODUCT IS NO BETTER THAN THE BARREL.
IF YOU WANT
THE BEST BARREL WITH LOWEST FINAL COST, TRY THE

"NOBLE" STAMPED

STAVES AND COILED ELM HOOPS

SEND US YOUR INQUIRY FOR STRAIGHT, MIXED, OR MATCHED CARS AND BE CONVINCED

A "NOBLE" STAVE NEW MADRID, MO.

A "NOBLE" STAVE CANALOU, MO.

WM. K. NOBLE

FT. WAYNE, IND.

THE HYNSON COMPANY

Largest Exclusive Coopers' Tool Supply House in the World

"THE CHAMPION"
Our unexcelled
Barrel Heater
Over 30,000 Now
in Use

"The Champion" Heats More Barrels and Does it Better Than Any Other Heater Made

WHEN it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.

Hynson's O. K. Croze, all metal

Hynson's Chamfer Howel or (Go-Devil)

If It Comes from "Hynson" You Know It's Right

LEBANON :: :: :: ILLINOIS

Trade Publicity the Basis for Banker's Loans

"No Advertising—No Loans," a Banker's Ultimatum to the Rice Industry—Permanent Rice Association Formed and Trade Extension Campaign Adopted

By W. B. EDWARDS*

"No advertising—no loan"—that, in brief, is the message sent recently by a banker to a prominent industry. The banker is T. F. Davis, president of the Federal Intermediate Credit Bank of New Orleans. The industry is the rice industry. And the result of the ultimatum—if it may be called that, although actually it was a message couched in the friendliest spirit—is that 300 growers and millers have tentatively organized the National Rice Association and practically agreed upon other matters which should shortly lead to a coöperative campaign of national advertising that will involve an appropriation of several million dollars.

As in the Cooperage Industry, Overproduction is a Menace to Rice Millers

For several years, the rice industry has been in a slump. Each year it seemed as though conditions could not possibly be worse, and then, when the next twelve months rolled by, it was found that the industry had touched new low levels. No doubt the seat of the trouble would be pointed out by some as over-production. That is the usual explanation, especially where farm products are concerned.

The Viewpoint of the Bankers

However, bankers are apparently becoming wearied with this perpetual excuse. More and more they are realizing that, very frequently, over-production is actually under-consumption. And as a result of their increasingly close touch with advertising, these bankers are also rapidly coming around to the idea that the way to cure under-consumption is through an effectively conceived campaign of advertising.

Rice Milling Industry Practically Forced to Protect its Business

This change of viewpoint in financial circles has led to a situation which, although it may occur more frequently in the future, is still sufficiently rare to constitute a distinct novelty. The first unusual element in this situation is that for some time the bankers have been giving influential factors in the rice industry unmistakable signs that they would like to see a meeting called for the purpose of working out a plan whereby the consumption of rice in the United States might be increased. These hints were finally acted upon by the Jennings, La., Chamber of Commerce, which took upon itself the task of arranging the meeting.

The date set was January 19th. Three hundred rice growers and millers of Arkansas, Louisiana and Texas at the meeting were asked to give consideration to a letter sent to the Chamber of Commerce by Mr. Davis. This letter is a communication which may well be read by every advertising man. Here it is in full:

FEDERAL INTERMEDIATE CREDIT BANK
OF NEW ORLEANS

January 18, 1928

Mr. E. S. Shoaf, Manager,
Jennings Chamber of Commerce,
DEAR MR. SHOAF:

I regret very greatly to have to advise you that important matters make it impossible for me to attend the rice meeting tomorrow in your good city.

I am all the more sorry for this because I fully realize the importance of the meeting, and how much it means to the rice farmers and rice mills of Louisiana. It may be the beginning of an era of prosperity for both.

However, I am taking the liberty of bringing to your attention a few points which I trust will be discussed at the meeting.

Lack of Consumption Due to Lack of Advertising

As I have repeatedly stated, verbally and also through the papers, the main thing, in my opinion, that is troubling the rice industry is the lack of consumption; and I believe that this lack of consumption is due mainly to the lack of advertising, and therefore that the most important thing that the mills and the farmers can now consider is an advertising campaign on a large scale.

Now if this campaign is inaugurated, it must of course be on a generous basis. The cost is going to be very large, and therefore the matter must be dealt with in a very large way. I do not know enough of the advertising game to estimate the cost, but I would say, on a venture, that it is going to run into hundreds of thousands. And the discussion of a plan whereby this large sum can be raised is bound to take thought and skill and judgment.

Advertising Campaign Must Cover a Period of Years

Moreover, this campaign should not be planned for just one year or two years, but it must stretch over such number of years as may be necessary to accomplish the desired purpose. This is a big thing, and big things cannot be accomplished quickly.

In the matter of raising the necessary funds, the first question that arises is the avenue through which they shall be raised; and after thinking over the matter a good deal, I can reach no other conclusion than that the only proper avenue for this purpose is the rice mills. I have been informed that there are only twelve to fifteen rice millers in this section, whereas there are some 5,000 or 6,000 rice farmers.

Now, from the very nature of the case, it would be impossible to get all these rice farmers together; and even if such a meeting could be gotten up, I doubt very much if the desired result could be attained, since such a meeting, through its very size and the slowness of its deliberations would, in all probability, not reach the desired end.

On the other hand, the millers being so few in number, and moreover being men of considerable means and large experience in business, would be, by all odds, the parties to handle this matter; and I sincerely trust that the meeting will come to that conclusion. In fact, if you will pardon my saying so, I do not see how any other conclusion can be reached.

As a matter of course the main cost of this campaign, no matter who manages it, is going to come out of the rice farmer's pocket, although it does occur to me that the mills might be willing to devote a little of their profits thereto. As to what means the millers might decide on for the collection of the funds, I think I have no right to make suggestion. If they undertake the task, as I hope they will, then the ways and means must necessarily be left to their good judgment.

Full Co-operation Should Exist Between All Parties Concerned

From the very nature of the case, there should exist at all times full sympathy and coöperation between the rice farmers and the mills. I have, from time to time, heard rumors that this was not always the case, but I hope those rumors were not true. The farmers and the mills mutually supplement one another. The farmers cannot market their rice without the work of the mills, and, on the other hand, the mills certainly cannot do business unless the farmers raise the rice; and it seems to me that the mills would do very well to bear this in mind, and to constantly reflect that if the rice business continues to go down, and finally reaches a point where the farmer cannot

*Reprinted through courtesy of *Printers' Ink*.

raise the rice, then their mill investment would become absolutely worthless.

No Advertising and Trade Extension Campaign, No Loans

In closing I beg to say as follows with regard to the attitude of the Federal Intermediate Bank of New Orleans in this matter:

We are here for no other reason than to help the farmer, and we are always going to extend to you good rice people all the assistance in our power; but this bank is presumed to be a business institution, and not to lend money unless it has a reasonable chance of getting it back. Therefore, unless something is done to increase the consumption of rice, and thereby enable the farmer to get a living price, then we will be compelled, as a simple business duty, to curtail our advances and to proceed otherwise with caution in our rice loans, and this would mean, in many cases, no loans at all, because it appears that the amount that we are lending now per acre is about the lowest figure at which the crop can be made.

You and your associates will of course realize what it would mean to the rice business of this section for the help of the Intermediate Bank to be subtracted therefrom; and it is the earnest hope of my associates and myself that the deliberations at your meeting will attain splendid result, so that we can continue, as heretofore, to extend the much needed help.

Much as we sympathize with the rice farmers, and much as we desire to be of assistance to them, we could not of course lend them money unsafely.

So we desire to wish your meeting a hearty good-speed and all success.

Surely the splendid people in South Louisiana are not going to stand still and let their rice industry go down to failure.

T. F. DAVIS, *President.*

Rice Association Organized and Tentative Trade Publicity Plan Adopted

With that letter as its guiding note, the meeting proceeded to work out plans which might aid the rice industry to increase consumption. The National Rice Association was tentatively organized. Twenty-one millers, representing thirty rice mills in Arkansas, Louisiana and Texas signed a contract to pay the association 5 cents for each barrel of rough rice milled by the millers for a period of five years, beginning March 1, 1928, provided that all rice millers located in these three States would also sign the contract. This tax would provide $600,000 annually, which would be little more than 1 per cent. of the value of the industry's product. The Jennings Chamber of Commerce was delegated by the millers present at the meeting to secure the signatures of those who had not signed the contract. This work is now going on and when it is completed the president of the Jennings Chamber of Commerce will call a meeting of rice millers of the three States at which time officers for the National Rice Association will be elected and a permanent organization perfected.

From present indications, the suggestions made in Mr. Davis' letter are going to be carried out. It appears certain that the rice industry is going to advertise for the purpose of increasing consumption, that it will advertise on the generous basis suggested by Mr. Davis, and that the advertising will be scheduled for a period of years. The banker is no mean advertising account solicitor!

Freight Car Requirements for Second Quarter of 1928 Show Increase Over 1927

Transportation requirements for twenty-nine of the principal commodities in the second quarter this year (the months of April, May and June) will be approximately 9,035,963 cars, an increase of about 323,250 cars above the corresponding period in 1927, or 3.7 per cent., according to reports just received and made public by the Car Service Division of the American Railway Association from the thirteen Shippers Regional Advisory Boards which now cover the entire United States.

This estimate is based on the best information obtainable as to the outlook so far as transportation requirements are concerned by the various Commodity Committees of the thirteen separate Shippers Regional Advisory Boards.

Of the thirteen boards, nine estimated an increase in transportation requirements for the second quarter of the year compared with the same period last year, while the other four estimated a decrease. The ten boards estimating an increase over the preceding year were the Atlantic States, Allegheny, Great Lakes, Northwestern, Central Western, Southeastern, Southwestern, Middle Western and the Pacific Northwest Boards. Those estimating a decrease were the Ohio Valley, Pacific coast and the trans-Missouri-Kansas Boards, as well as the New England Board, which estimated a very small reduction.

The estimate of each Shippers Regional Advisory Board as to what freight loadings by cars are anticipated for the twenty-nine principal commodities in the second quarter this year, compared with the corresponding period in 1927, the percentage of increase or decrease follows:

Board	1927	1928	Per cent. of inc. or dec.
New England	168,209	167,902	† .2
Atlantic States	1,064,492	1,070,377	* .6
Ohio Valley	1,165,028	1,130,758	† 2.9
Northwestern	500,164	513,492	* 2.6
Central-Western ...	236,841	253,050	* 6.8
Pacific Coast	367,896	362,105	† 1.6
Pacific Northwest .	295,038	308,225	* 4.5
Allegheny	1,106,738	1,227,365	*10.7
Great Lakes	703,464	760,615	* 8.1
Southeastern	1,154,123	1,163,519	* .8
Middle Western ...	1,037,021	1,169,800	*12.8
Trans-Missouri-Kansas	397,493	839,123	† 2.1
Southwestern	514,202	519,632	* 1.1

* Increase. † Decrease.

Increases Noted in Many Barrel Using Industries

In submitting reports to the car service division each board estimated what freight car requirements will be for the principal industries found in the territory covered by that board. On the basis of this information the car service division estimates that of the twenty-nine commodities increases in transportation requirements will be required for twenty-four as follows: All grain, flour, meal and other mill products; other fresh fruits; potatoes; other fresh vegetables; livestock, poultry and dairy products; coal and coke; ore and concentrates; clay, gravel, sand and stone (including gypsum, crude and powdered); salt; lumber and forest products; petroleum and petroleum products; sugar, syrup; glucose and molasses; iron and steel; cement; brick and clay products; lime and plaster; agricultural implements and vehicles other than automobiles; automobiles, trucks and parts; fertilizers, all kinds paper printed matter and books; chemicals and explosives and canned goods —all canned food products (includes catsup, jams, jellies, olives, pickles, preserves, etc.).

Commodities for which a decrease is estimated were hay, straw and alfalfa, cotton, cottonseed and products; citrus fruits, castings, machinery and boilers.

New Barrel Factory in Operation

A barrel factory for the manufacture of fish barrels has been placed in operation by the Hub Supply Co., Palm Harbor, Fla. The new plant will supply barrels for the fish houses at Tarpon Springs, Dunedin, Ozona, Clearwater, and St. Petersburg, Fla.

R. W. Blair, manager of the plant, states that they expect to deliver from twelve to fifteen thousand completed barrels a year from this plant. At present the factory will confine itself to three sizes of barrels, 100, 150, and 200 pounds.

To Install Additional Equipment

According to report, Knox Brothers, Columbus, Miss., will enlarge their plant, and install additional equipment and dry kilns for the manufacture of tight barrel staves.

Brooklyn Cooperage Company to Rebuild Kilns

The Brooklyn Cooperage Co. will rebuild dry kilns recently destroyed by fire at its Georgetown, S. C., plant. It is also reported that additional machinery will be installed.

Stave Company Begins Operation

Fairfax Stave Co., Fairfax, S. C., has placed its plant in operation. C. E. Brewer is manager.

The Milwaukee Western Barrel Company, Milwaukee, Wis., recently suffered a loss by fire, estimated at $5,000.

Courtesy State Department, Washington, D. C.

Unloading American rosin from ocean steamer at Rotterdam

AMONG WOODEN BARREL USING INDUSTRIES HERE AND ABROAD

Exports of Fresh Fruits Increasing

Naval Stores to Holland in Wooden Barrels

Better Packing Will Mean Better Prices for Potatoes—Use the Barrel

Conditions in Barrel Consuming Trades

News and Notes of Barrel Users

Exports of Fresh Fruits During 1927 Exceed Shipments of 1926 by $7,000,000

Trade Extension Activities Would Undoubtedly Increase Use of Wooden Barrel in This Field—Exports of Barreled Apples Show Little Change—Exports of Boxed Apples Decrease

According to statistics of the Foodstuffs Division, Department of Commerce, the United States exports of fresh fruits in 1927 had a total value of $60,000,000, which was $7,000,000 greater than the value of such exports in 1926 and practically double that of 1923 exports. Larger exports of oranges and grapefruit account for most of the increase in value of 1927 fresh-fruit exports, the value of orange exports being $3,600,000 more than in 1926 and that of grapefruit exports $1,500,000 greater. With the exception of 1925, our fresh-fruit exports for the past five years have shown yearly increases in value of $7,000,000 to $11,000,000. Recent export values were $33,000,000 in 1923, $41,000,000 in 1924, $42,000,000 in 1925, $53,000,000 in 1926, and $60,000,000 in 1927. Values from 1919 to 1922 ranged from a low of $24,000,000 in 1922 to a high of $31,000,000 in 1919.

Apples the Largest Item in Fresh Fruit Exports

Apples, the principal fresh-fruit export of the United States, had a value of $30,000,000 in 1927, while oranges came next with a value of $15,000,000. Other exports of importance were pears, $3,800,000; grapefruit, $3,300,000; grapes, $2,000,000; lemons, $1,500,000; berries, $1,100,000; peaches, $777,000; pineapples, $221,000; and "other fresh fruits," $1,900,000.

A comparison of exports of fresh fruits from the United States in 1927 with those of 1926 shows an increase in oranges, grapefruit, berries, grapes, and peaches, and a decrease in boxed apples and pears. Exports of barreled apples and lemons remained about the same.

Exports of apples in boxes decreased by 500,000 boxes and exports of pears by 241,000 boxes.

The following table shows total yearly exports of apples, pears and grapes from the United States:

Exports of fresh fruits from the United States

[In units of thousands]

	Apples in barrels			Apples in boxes		
Year	Barrels	Value	Average price	Boxes	Value	Average price
1927...	3,042	$15,200	$5.00	6,407	$15,000	$2.34
1926...	3,082	15,000	4.87	6,924	15,400	2.23
1925...	1,707	8,275	4.87	4,922	12,800	2.61
1924...	1,881	8,550	4.55	6,719	15,710	2.35
1923...	1,402	6,535	4.67	4,671	9,670	2.10
1922...	541	2,600	4.81	3,323	7,400	2.23

	Pears			Grapes		
Year	Boxes	Value	Average price	Tons	Value	Average price
1927...	1,134	$3,800	$3.37	19	$2,000	$105
1926...	1,375	3,600	2.63	15	1,500	100
1925...	1,434	4,100	2.87	13	1,400	117
1924...	870	2,200	2.65	10	1,300	130
1923...	1,023	2,500	2.45	10	1,200	120
1922...	682	1,500	2.20	7	1,000	143

United States Apple Production in 1927

United States commercial production of apples in 1927 amounted to 26,000,000 barrels, as against 39,000,000 barrels in the previous year and an average yearly production of 33,600,000 barrels from 1922 to 1926. This represents a decrease of 22 per cent. in 1927 production as compared with average production.

Washington is the principal commercial apple State, averaging 8,000,000 barrels a year from 1922 to 1926, while New York averaged 5,200,000 barrels. Average production (in barrels) in other important States was as follows: Virginia, 2,200,000; California, 1,600,000; Oregon, 1,500,000; Illinois, 1,300,000; Pennsylvania, 1,200,000, and West Virginia, 1,100,000.

In 1927 Washington produced 7,400,000 barrels of commercial apples; New York, 2,700,000; Virginia, 1,500,000; California, 1,500,000; Oregon, 1,000,000; Illinois, 800,000; Pennsylvania, 850,000, and West Virginia, 1,400,000. The short crop of commercial apples in 1927 is reflected in these figures, which show a reduction of 2,500,000 barrels in the New York crop in 1927 as compared with average production, a reduction of 700,000 barrels in Virginia, 600,000 in Washington, 500,000 in Oregon, 500,000 in Illinois, and 350,000 in Pennsylvania.

Production of Other Fruits

Pears.—United States production of pears in 1927 amounted to 18,000,000 bushels, as against 25,000,000 in the previous year, and an average yearly total production from 1922 to 1926 of 20,600,000 bushels. The principal pear-producing States and their average yearly production in 1922 to 1926 were California, 6,600,000 bushels; Washington, 2,300,000; New York, 2,200,000, and Oregon, 1,600,000.

Grapes.—In 1927 the United States produced 2,500,000 tons of grapes as against 2,400,000 in the previous year and an average yearly production of 2,100,000 tons from 1922 to 1926. The principal grape-producing States and their average yearly production are California, 1,870,000 tons; New York, 80,000; Michigan, 50,000. Around 90 per cent. of our grapes are produced in California.

United Kingdom Our Principal Foreign Market for Apples

United States exports of boxed apples in 1927 amounted to 6,400,000 boxes (averaging 44 pounds), as against 6,900,000 in 1926 and average yearly exports of 5,300,000 boxes from 1922 to 1926. Our exports of barreled apples in 1927 amounted to 3,042,000 barrels (barrel approximating 3 boxes), as against 3,082,000 in 1926 and average yearly exports of 1,700,000 barrels from 1922 to 1926. Combined, our exports of boxed and barreled apples averaged 10 per cent. of the country's commercial apple production in 1922 to 1926.

The United Kingdom was our leading foreign market for boxed apples in 1927, taking 3,100,000 boxes (48 per cent.), as against 3,350,000 boxes in 1926. Other important markets were Germany, Canada, Argentina, the Netherlands, Sweden, Denmark, Brazil, Norway, and the Philippine Islands. In addition, Mexico, Cuba, Egypt, China, Finland, British Malaya, and Panama took considerable quantities. Our exports of boxed apples have a wider distribution than exports of barreled apples.

Germany, Argentina, Denmark, Norway, Egypt, Finland, and British Malaya took more of our boxed apples in 1927 than in 1926, while the United Kingdom, Canada, the Netherlands, Brazil, Mexico, Cuba, and China took less. Exports to Sweden and the Philippines were about the same as in 1926.

Exports of Barreled Apples

As in the case of boxed apples, the United Kingdom was our leading foreign market for barreled apples in 1927, taking 2,153,000 barrels (72 per cent.), as against 2,412,000 barrels in 1926. Other important foreign markets for barreled apples were Germany, Denmark, the Netherlands, Sweden, Argentina, Canada, Belgium, Norway, and Cuba.

Germany, Denmark, the Netherlands, Sweden, and Belgium took more of our barreled apples in 1927 than in 1926, while the United Kingdom, Argentina, Canada, and Norway took less. Shipments to Cuba were the same as in 1926.

The following table shows our exports of barreled apples and the principal countries of destination.

Exports of barreled apples from United States, by countries

[In thousands of barrels]

Exported to—	1927	1926	1925	1924	1923
United Kingdom	2,153	2,412	1,346	1,564	1,207
Germany	283	113	24	51	4
Denmark	106	99	42	25	13
Netherlands	98	45	*	4	4
Sweden	94	71	86	94	37
Argentina	83	120	99	49	27
Canada	80	132	35	36	43
Belgium	75	6	*	*	*
Norway	24	27	19	21	29
Cuba	15	15	17	16	22
Other	32	42	39	21	16
Total	3,042	3,082	1,707	1,881	1,402

* Less than 1,000 barrels.
Source: Figures for 1923 to 1926 from Foreign Commerce and Navigation of the United States; 1927 figures preliminary.

The more important smaller foreign markets for barreled apples in 1927 were: Finland, 6,000 barrels; France, 3,500; Colombia, 2,800; Newfoundland and Labrador, 2,400; Brazil, 2,400; Bermuda, 2,200; Mexico, 2,000; Venezuela, 1,900; Panama, 1,700, and Jamaica, 1,100.

Exports of Pears and Grapes

United States exports of pears in 1927 amounted to 1,134,000 boxes (of 50 pounds) as against 1,375,000 boxes in 1926 and an average of 1,069,000 boxes a year from 1922 to 1926. Our exports of pears average 5 per cent. of production.

The United Kingdom was the principal market for our exports of pears in 1927, taking 461,000 boxes (41 per cent.) while Canada was a close second with 443,000 boxes (39 per cent.). Smaller foreign markets were: Brazil, 67,000 boxes; Cuba, 42,000; Argentina, 38,000; Mexico, 12,000; the Netherlands, 5,000; Sweden, 4,000; Panama, 3,000; Newfoundland and Labrador, 2,700; Venezuela, 2,300; China, 1,700; Denmark, 1,600; Dominican Republic, 1,300, and the Philippines, 1,000.

Canada is our principal foreign market for grapes, taking 13,525 tons (70 per cent.) in 1927. Smaller foreign markets were: Cuba, 2,670 tons; Mexico, 1,100; the Philippines, 650; China, 300; New Zealand, 136; British Malaya, 135; United Kingdom, 85; Panama, 80; Salvador, 70; Colombia, 65; Venezuela, 65, and Guatemala, 60.

Quality, Grading, and Packing Important —Orderly Marketing Essential

Too much emphasis can not be placed upon the fact that fruit of good quality, properly graded and packed, attractively packaged, and reasonably priced will yield the greatest profit in the long run in either foreign or domestic markets. While it is necessary to resort to foreign markets to dispose of surplus fruit production, fresh fruits exported from the United States should come within approved standard grades. Many foreign markets are usually fairly well supplied with fruit of ordinary commercial quality—ungraded, packed in bulk, and yielding only fair prices—also there is a growing tendency in important fruit-producing countries to advocate and encourage better grading and packing of fruit intended for export to countries where United States fruits find a good market.

Individuals or concerns intending to engage in the exporting of fresh fruits from the United States will find it advisable first to investigate the possibilities of foreign markets. Fruit exporting is a highly competitive business at present and one into which no one should enter without being familiar with all available facts or without having the assurance of definite markets. Haphazard shipments of fruits to markets already loaded to capacity results in gluts and consequently in lowered prices and unsettled market conditions.

A proper investigation of foreign fruit markets would include a personal visit and survey, a sufficient initial advertising appropriation to familiarize the average foreign consumer with the exporter's brand or trade name and the advantages of his product, the selection of a reliable and experienced foreign representative, and the various other factors essential to the proper distribution and sale of any product in either foreign or domestic markets.

Naval Stores to Holland in Wooden Barrels

1927 Arrivals at Rotterdam Show Increase Over 1926—Wooden Barrel Almost the Exclusive Shipping Package—Quality of Barrel Must Be Held to High Standard to Protect its Interests

According to report of Consul Albert M. Doyle, Rotterdam, Holland, to the Chemical Division, Department of Commerce, imports of naval stores into the Netherlands during 1927 evidenced a substantial increase. The arrivals at Rotterdam, which is the entry port of practically 90 per cent. of the shipments of naval stores into the Netherlands, indicated that the imports for the first 11 months of 1927 consisted of 4,366 metric tons of turpentine, valued at 2,085,000 florins (florin = $0.402), and 6,937 metric tons of rosin, valued at 1,549,000 florins. Although the quantity of turpentine and rosin increased 17 and 22 per cent., respectively, as compared with corresponding receipts in the preceding year, the values decreased 17 and 5 per cent., respectively. The decline in values was incident to the low prices for the commodities prevailing throughout the year.

Considerable Increase in Receipts from the United States

Direct imports from the United States for the same period amounted to 3,125 metric tons of turpentine, valued at $585,200, and 5,169 metric tons of rosin, valued at $438,000. In addition to the low price of rosin and turpentine the increase in imports was attributed to a general improvement in industrial conditions. The paint, soap, and paper industries, the principal consumers of turpentine and rosin, were active during the year. The share of France in the market was reduced on account of the shortage of the French crop and the low prices. France in 1927 supplied approximately one-seventh of the rosin and 15 per cent. of the turpentine imported. The remainder was practically all furnished by the United States, as imports from other European countries were, for the most part, of American origin.

Imports of naval stores from the United States entering bonded warehouses totaled 2,410 metric tons, as compared to 889 in 1926. Approximately half of the 1927 quantity was transshipped to Germany. Exports for the year were practically negligible—only 95 metric tons of turpentine, valued at 481,000 florins, and 85 metric tons of rosin, valued at 21,000 florins.

Netherlands Industries Require Turpentine and Rosin

Considerable quantities of turpentine and rosin are consumed by the Netherlands in manufacturing paper, paint, varnish, soap, disinfectants, polishes, and linoleum, and by the ship-building industry. In addition, the largest part of the requirement of south Germany is supplied through Rotterdam, including turpentine for the manufacture of synthetic camphor.

It is estimated that the imports of wood rosin and turpentine amount to one-fifth of the total receipts of naval stores and are sold at prices slightly below those of the gum products.

Naval Stores in Wooden Barrels

Naval stores from the United States are practically all sold on the basis of cash against documents to importers who sell to consumers, although in a few instances purchases are made from the United States by some of the large users through the agents of American firms. Local importers give such credit to purchasers as they consider practicable. Turpentine is imported in barrels, and, as a rule, unless destined for immediate consumption, is emptied into storage tanks at Rotterdam. When needed it is again barreled and shipped. The saving made by avoiding leakages justifies the expense of thus handling it.

A Quality Wooden Barrel Will Prevent This Leakage and Keep Out Substitute Containers

According to Consul Doyle's report there have been losses due to leaky wooden barrels. Now whether this is the fault of the wooden barrel as a shipping container or due to the desire of shippers to use barrels unsuited for the purpose, is a question, as many times a shipper makes a price proposition as a basis for his barrel purchases rather than quality. Nevertheless, the leakage is there and has been the cause of steel drums and tanks being used in place of wooden barrels for turpentine. Most of the German purchasers prefer to have turpentine shipped from Rotterdam in tanks rather than in wooden barrels. Tank storage facilities for turpentine at Rotterdam are ample and there is excellent equipment for unloading and transfer. Certain tanks are reserved for this commodity by one of the large firms, which also handles the storage of petroleum products. Imported in bulk or barrels, both turpentine and rosin are admitted free of duty. It is up to the cooperage trade to insist on quality barrels being used to protect the shipper, consumer and its own trade.

Regular sailings are maintained between Rotterdam and south Atlantic and Gulf ports by both Netherland and American shipping companies. The connections of the port by means of the Netherland system of waterways, with the rest of the Netherlands and the Rhine area, are excellent and make possible low carrying charges.

Better Packing Will Mean Better Prices for Potatoes—Use the Wooden Barrel

Hastings Crop Will Undoubtedly Exceed All Past Records—Other Sections Report Favorable Outlook for Crop—Opportunity Presented to Increase Use of Wooden Barrel Among Growers

According to reports received by the *New York Packer*, from Hastings, Fla., it looks as if the Hastings potato crop may be one of the largest and best it has experienced in the quarter century since this section first became known as a commercial center for the production of early potatoes, according to the way growers and shippers see it.

Optimistic Feeling in Potato Market

Only the market remains to be determined and in this, too, all dealers here feel most optimistic. The latest figures available show no oversupply of old potatoes and the lateness of the new crop gives at least three additional weeks time to clean up any surplus of old stock which might be on hand. Added to this are reports from South Carolina that excessive rains have destroyed 20 per cent. of the plantings there which were of an age that might mature toward the latter part of the Hastings deal.

All Fields Will Have Good Averages

Probably the most outstanding feature of the situation is the remarkable recovery of the crop after it had been cut down three distinct times, so severely each time that it seemed impossible for a field to show any kind of a good stand. Yet there are fields that will rate as high as 98 per cent. Few indeed there are that would be rated as low as 80 per cent. and they are mostly in a section where the acreage is fortunately small. A day's survey of the district surrounding Hastings, reveals a remarkably uniform size in the plants, as well as a good stand.

Cold Weather Proved a Boon to the Crop

Another week of the favorable growing weather which now prevails will make it impossible for any casual observer to detect any hills missing in the original plantings. Seemingly what was regarded at the time as a calamity has proved a great boon to the crop. While the growth was retarded by cold weather, and pruned by the freezes, the roots continued to grow and with the advent of good growing weather the plants have made wonderful development.

Too much rain is about the only possibility now to bar the Hastings district from a good crop with better than average quality. It is too late in the season for a freeze.

A State-wide Increase in Potato Acreage

There is a slight increase in the acreage according to A. W. Clow, field manager of the Nix Produce Company, who collaborates with the State Department of Agriculture in the acreage estimates, with a State-wide increase of about 2,000 acres. Mr. Clow's figures are given below, showing the Hastings district (St. Johns county) together with the entire State acreage as a whole:

ST. JOHNS COUNTY

	1928 Acres	1927 Acres
Hastings	7,807	7,471
Elkton, Tocoi	4,120	3,724
Spuds	1,037	994
Tocoi Jct.	126	145
St. Augustine	214	151
Armstrong	94	...
Moultrie	40	...
Sampson	128	...
Durbin	38	...
Totals	13,600	12,465

PUTNAM COUNTY

East Palatka	1,899	1,728
Orange Mills	585	518
San Mateo	400	584
Bostwick	113	523
Florahome	18	...
Totals	3,015	3,343

FLAGLER COUNTY

Bunnell	1,282	1,374
Yelvington	385	280
DuPont	426	630
Espanola	234	142
Roy	50	52
St. Johns Park	54	57
Totals	2,431	2,529

CLAY COUNTY

Green Cove	528	276
Doc. Inlet	275	73
West Tocoi	196	104
Feno	85	104
Walkill	66	68
Totals	1,150	625

Total for the potato belt for 1928, 20,196; for 1927, 18,962.

Following is the acreage for the State:

Alachua Union	1,450
Hastings Section	18,900
Brevard	75
Charlotte	57
Clay	1,620
Dade	1,200
DeSoto	100
Escambia	400
Glades	500
Hardee	200
Hillsborough	400
Indian River	225
Lee	450
Manatee	600
Okeechobee	50
Orange	14
Palm Beach	1,425
Polk	100
Seminole	60
St. Lucie	900
Volusia	470
Martin	20
Sumter	20
State	29,007

Truck and potato crop conditions in other districts and States, as carried in the above named publication read as follows:

Belcross, N. C.—In this immediate vicinity there are 500 acres of potatoes being cultivated this year, compared with 300 acres last year. Yield is estimated at 20 barrels per acre, and will be ready June 15th to 25th, packed in barrels. Probably 50 cars will move. Conditions for potatoes are good. Sweet potatoes will be ready to move from August 1st to 20th, packed in barrels. About ten cars will roll from the 100 acres planted, the same as last year. Yield is estimated at 15 barrels per acre.

Newport, N. C.—115 acres of sweet potatoes planted this year as against 185 acres last year.

Dudley, N. C.—All crops are late this year because of the cold. There will be 75 acres of potatoes this year. Crop is late. Shipments will begin about June 25th. Fifteen cars of potatoes packed in barrels.

Hobucken, N. C.—Sweet potatoes and Irish potatoes are the only truck crops grown in this territory. The 100 acres of Irish potatoes will be followed by sweet potatoes in June.

Lumberton, N. C.—This point will ship about ten cars of potatoes this season, three or four cars of early corn and several cars of beans (20 cars for the county).

Dallas, N. C.—There are 150 acres in sweet potatoes, compared with 190 acres a year ago. Six cars will be shipped from November to May, put up in bushel hampers.

Clinton, N. C.—This year there are good acreages in Bountiful and Lima beans, cucumbers and green corn here, but not much eggplant or peas with very few squash which are mostly Italian. The acreage in peppers is large, but there are not many turnips.

Red Spring, N. C.—Eight cars of potatoes will move from here sometime in June, packed in barrels. There are 75 acres under cultivation, an increase of 25 acres over last year. Estimates place the yield at 30 barrels to the acre.

Saluda, N. C.—From 90 to 100 acres of apple trees will be cultivated here this year, with the estimated yield from 300 to 400 bushels per acre, which will be packed in boxes and also sold in bulk. From 30 to 50 cars of apples will move. Green beans have an acreage of 30 acres, with probably six cars to load. Fourteen cars of cabbage will move from the 40 acres now under cultivation. There are 250 acres of potatoes under cultivation, with estimated shipments of 25 cars. All crops with the exception of apples will be shipped from Hendersonville, N. C.

Furman, S. C.—Sweet potatoes have not been planted, either. However, it is expected 300 acres will be put in the ground with the crop starting to market in October. The standard barrel will be used as the shipping package and about 30 barrels to the acre will be produced.

Martins Point, S. C.—The potato acreage is larger than a year ago; however, about 20 per cent. rot damage has been done. Six hundred acres were planted this year, as against 400 a year ago. It is estimated that 60 barrels will be produced to the acre, the crop starting in May.

Smoaks, S. C.—Prospects are poor for a potato crop here. Wet weather has caused a poor stand. Fifty acres were planted, the same as last year, and the crop should be ready around May 25th, packed in barrels. A total of 12 cars will be shipped, it is estimated.

Summerville, S. C.—Potatoes constitute the only crop planted in this vicinity in sufficient quantity to ship in carlots and it is too early at this time to estimate the yield. However, 150 acres have been planted, as against 125 acres last season.

Ulmers, S. C.—The potato acreage has been doubled, being 40, compared with 20 last year. However, the crop is in poor condition. Barrels will be used as the package and 100 barrels to the acre is the estimated yield. The crop should be ready about June 1.

Increased Acreage of Potatoes Indicated for 1928

Growers now intend to increase the acreage of potatoes by 11.9 per cent. this year, according to the report on planting intentions issued by the United States Department of Agriculture. The prospective increase is shared by all sections of the country except the Pacific Coast, the report states. The North Atlantic States expect 10.4 per cent. larger plantings, the North Central States 13.5 per cent. more, the South Atlantic States 12.4 per cent. larger acreage, South Central States 15 per cent. more and the Western States 7.2 per cent. increase.

Maine is one of the principal potato States that expects to have a larger acreage in 1928, as will New York and Pennsylvania, according to the Department of Agriculture. The acreages in Michigan, Minnesota and Wisconsin all will be larger this season, the report indicates. Farther West, the report shows that Idaho expects increased plantings, and Colorado growers also may put more potatoes in the ground this year. In the Northwest, Washington likely will reduce its acreage slightly, if present intentions are carried out, while Oregon may have a few more potatoes than were planted last year. The California acreage will be reduced slightly it is indicated.

The government estimate by States is as follows:

	1927 1,000 acres harvested	Planting Intentions, 1928 Reported pct. of '27 harvested acreage	Planting Intentions, 1928 Indicated 1,000 acres
Maine	142	106	151
New Hampshire	12	106	13
Vermont	21	110	23
Massachusetts	14	108	15
Rhode Island	2	99	2
Connecticut	15	100	15
New York	270	110	297
New Jersey	57	101	58
Pennsylvania	220	117	257
N. Atlantic	753	110.4	831
Ohio	116	120	139
Indiana	53	115	61
Illinois	64	105	67
Michigan	289	110	318
Wisconsin	260	112	291
Minnesota	328	117	384
Iowa	78	112	87
Missouri	85	115	98
North Dakota	113	116	131
South Dakota	66	115	76
Nebraska	84	112	94
Kansas	49	109	53
N. Central	1,585	113.5	1,799
Delaware	6	110	7
Maryland	43	115	49
Virginia	130	110	143
W. Virginia	53	120	64
North Carolina	72	110	79
South Carolina	29	115	33
Georgia	17	120	20
Florida	29	107	31
S. Atlantic	379	112.4	426
Kentucky	52	115	60
Tennessee	39	120	47
Alabama	33	120	40
Mississippi	12	125	15
Arkansas	29	125	36
Louisiana	41	80	33
Oklahoma	45	120	54
Texas	35	125	44
S. Central	286	115.0	329
Montana	40	115	46
Idaho	115	112	129
Wyoming	17	170	29
Colorado	113	110	124
New Mexico	2	100	2
Arizona	4	125	5
Utah	22	95	21
Nevada	6	115	7
Washington	79	92	73
Oregon	52	101	53
California	52	95	49
Western	502	107.2	538
United States	3,505	111.9	3,923

Construction of a $2,000,000 plant by the Georgia Portland Cement Corp. at Sandersville, Ga., is expected to begin early in the summer.

Outlook is for Larger Sweet Potato Crop in 1928

A report made by the United States Department of Agriculture indicates growers intend to plant 5.5 per cent. more sweet potatoes this season than were grown in 1927. The North Atlantic States may have a 5 per cent. smaller acreage than last year, the North Central States 6.1 per cent. more, the South Atlantic States 3.3 per cent. more, the South Central States 7.6 per cent. more and the Western States the same acreage as last season, the estimate reveals.

Wooden Kegs Most Satisfactory Containers for Grapes

The present sawdust packing of fresh grapes for shipment to Shanghai, China, in lugs of 22 and 24 pounds net and in kegs of 32 pounds net is satisfactory to importers and dealers in the Shanghai district. However, grapes packed in kegs appear to keep longer and in better condition than do those packed in lugs. The better keeping qualities of grapes packed in kegs is attributed to the reasonably airtight construction of the container, whereas the construction of lugs is such as to permit more or less free inlet of air.

Cottonseed Crushers to Hold Convention in May

The thirty-second annual convention of the Interstate Cottonseed Crushers' Association will be held in New Orleans from May 14th to May 19th.

The Association is the national organization of the oil mill products trade, and the meeting will bring together cottonseed crushers and oil refiners from all over the United States. S. W. Wilbur of Paris, Texas, is president and Geo. H. Bennett of Dallas, Texas, secretary-treasurer.

Application Made for Duty on Fish Barrels to Irish Free State

The minister for finance of the Irish Free State has referred to the tariff commission applications for a duty of 33⅓ per cent. ad valorem on imported fish barrels. The tariff commission will investigate and report later.

Hotopp Varnish Co., Hoboken, N. J., will build a three-story addition to its present plant.

Cleveland Varnish Co., 3111 E. 81st Street, Cleveland, Ohio, will erect a one-story addition to its plant.

Fernandina Fisheries, Fernandina, Fla., has been chartered with a capital of $20,000 by W. A. Mace, D. I. Thorson, and A. R. Marks.

Carolina Pickle Co., Wilmington, N. C., has been incorporated with a capital of $100,000.

Trade Conditions in Barrel Using Industries

Cottonseed Oil Industry Experiencing Fluctuating Business

The cottonseed oil market experienced a set back in early April due to heavy liquidations of material, the greater portions of which were for May delivery. This condition brought about a weaker tone to the market with moderately declined prices. However, it is reported that the selling pressure was principally for Southern account, with refiners absorbing May on a liberal scale, which checked the downward trend to some extent.

The spot oil demand continues quiet, although cottonseed oil consumers are taking seasonable quantities against contracts.

Trade in cottonseed lard compound is not at all satisfactory, the demand being slow.

The price market holds firm, however, due to advances in oleostearine and steady crude oil quotations. While refined oil has been unsteady in price, crude oil has held firm with limited offerings.

Denatured Alcohol Producers and Consumers Keeping Close Tabs on Developments in Industry

Distillers of denatured alcohol are not at all anxious to name contracts beyond April 30th, with the result that small volume sales have been the rule.

In the early quarter of this year many large contracts were placed, but there are still many more concerns who are sitting tight and watching developments. It is very likely that the new schedules, when issued, will show a wider differential than now prevails between carload and less than carload shipments. The handling of small volume orders carries an additional cost item because of the necessary packing, and because of this, it is believed a larger differential is very possible.

Situation in Industrial Chemical Trade is Satisfactory

The Easter holidays had their usual effect on the industrial chemical trade. Activities in these lines were somewhat reduced, although contract deliveries through regular channels held to their regular normal volume.

The situation in the industrial chemical demand at this writing is considered satisfactory, with production holding a level in proportion to the demand. However, it is not possible to predict the future as opinion seems to be divided, there being those in the trade who look for unsettled conditions the latter part of 1928, while others contend that by keeping close watch upon production and demand as well as the other factors which have a bearing on the industry, there will be no cause for complaint as to 1928 volume and profit.

Paint Material Trade Living Up to Forecast for Spring

The statement last month that paint materials had entered the busy season has been confirmed by the activities in this industry during the past few weeks.

The demand from consuming trades has climbed to a good volume, and although spot business is spasmodic, nevertheless shipments against contracts are in large quantities.

The pigment market has taken on a much firmer tone, and there has been a much greater activity in the pig lead demand.

While the demand for varnish gums is for immediate needs only, there is a sufficient quantity being moved to make it interesting and contract deliveries are more than fair.

Lithopone is experiencing a steady demand with consumers increasing their calls for deliveries against contracts. There is a much stronger feeling in the white lead market due to better deliveries against existing contracts and a larger volume of new business. Zinc oxide is also feeling the general toning up and shipments against orders on hand show a constant increase with an improved demand for immediate deliveries on spot orders.

The increase in building operations and the many changes and improvements made during the spring months is bound to have an effect upon the paint material trade that will be most gratifying.

Steady Market in Vegetable Oils

There is no special rush in vegetable oils, but the market can be said to be steady. Buyers of this class of oils continue to order in limited quantities for immediate and prompt deliveries.

Trading in castor oil has been quiet, with orders largely covering immediate requirements.

China wood oil has a firm tone and a more active demand than at last reporting. Cocoanut oil is quiet and unsteady. Corn oil is being held firm, yet with only a nominal demand for the refined oil. Scarcity of offerings is holding up the olive oil foots market. The demand for this commodity is light. Little change is to be noted in commercial olive oil, while edible olive oil ranges from $2.15 to $2.35 a gallon in barrels according to grade.

Linseed Oil Demand Principally Against Orders on Contract

The condition prevailing in the linseed oil trade at this writing seems to be that consumers are calling for larger quantities of oil against contract than for some time, there is very little new business being transacted. This has produced a lack of interest that is reflected in the linseed oil market.

The paint and linoleum trades have been using and ordering large quantities of linseed oil during the past thirty days. Prices for linseed oil have averaged with crushers at around 9.8 cents per pound, barrels, in carlot quantities, for April forward deliveries. Prompt shipments have been shaded two points on firm bids for round lots.

There has been the usual activity at this time of the year for less than carload shipments. Five-barrel lots are quoted at 10.2 cents a pound. Interest in the future is quiet, although there is an expectation among the trade of an improvement very shortly as consumers are not heavily stocked, many having only a supply sufficient for the next thirty days.

Demand for Naval Stores Has Made Some Gains

The early part of April ushered in a better tone to the turpentine market. A much improved demand resulted in slightly higher prices. The unit of sales is larger and buyers are withdrawing more heavily against contracts.

There were some fluctuations in the rosin market with increases and reductions in prices being about evenly divided. However, there is a firmer feeling in the market, and shipments, both against contract and to care for spot business have made gains.

Buyers have been calling for fair quantities of rosin oil, and the demand for tar and pitch has been on a steady basis.

1927-28 Naval Stores Crop One of the Largest Ever Produced

The most careful estimates made of the crop of naval stores for the season of 1927-28, ending March 31, 1928, as 650,000 barrels of spirits of turpentine of 50 gallons each, and 2,165,000 barrels of rosin, gross weight 500 pounds, or about 420 pounds net.

This is an increase over the production of the previous season of 140,000 barrels of spirits of turpentine, and 465,000 barrels of rosin. This represents a percentage increase of about 27½ per cent. It is not thought that between now and the marketing of the crop, there will be a reduction in the above figures from various causes, of more than 10 per cent.

Briefs From Barrel Using Industries

The Monolith Cement Co., Los Angeles, Cal., will make extensions to its Bakersfield, Cal., plant. It is estimated that the improvements will cost $350,000.

Carney Cement Co., Mankato, Minn., will erect a new plant to cost $105,600.

The Oelwein Chemical Co., Oelwein, Iowa, have awarded a contract for the erection of a new plant.

The Structural Gypsum Co., 53 Park Place, New York City, will erect a plant at Linden, N. J.

Cook Paint and Varnish Co., 450 Minnesota Avenue, Kansas City, Mo., will erect a three-story paint and varnish factory.

N. Clark and Son, Pacific Avenue and 4th Street, Alameda, Cal., will erect a new pottery plant.

Foster Pottery Co., Main Street, W., Hamilton, Ont., will erect an addition to its plant.

Canadian Salt Co., G. M. Duck Nego, Windsor, Ont., will build a plant for the manufacture of salt, caustic soda, washing powders, etc.

Lever Bros. Co., 164 Broadway, Cambridge, Mass., has awarded a contract for a soap plant at Broadway and Harvard Streets, Cambridge.

George L. Silver

It was with a deep sense of regret that the JOURNAL received news of the passing of Geo. L. Silver, of Hellmuth Cooperage Company, Chicago, Ill., which occurred on February 21st.

Mr. Silver was held in high regard by all in the cooperage trade who had the pleasure of knowing him and his passing will be grieved by many.

He is survived by his mother and a sister, and the sincere sympathy of the JOURNAL is offered to them in the bereavement which has come to them.

Philip S. Reyman

On March 1, 1928, Philip S. Reyman, founder and president of the Wabash Truss Hoop Co., Mt. Carmel, Ill., passed away.

Mr. Reyman spent a lifetime in the cooperage trade, manufacturing truss hoops. He not only designed the truss hoop he manufactured, but also the special machinery for its production. He had made a host of friends in the cooperage trade all of whom will regret his passing.

Mr. Reyman is survived by his widow, a brother, and seven children, and to these the JOURNAL extends its sincerest sympathy in the loss that they have sustained.

Universal Vacuum Dry Kilns Gaining New Friends in Cooperage Industry

That interest in properly kiln drying cooperage stock continues to increase is shown by the number of manufacturers who have added to or installed new dry kilns and dry kiln equipment within a comparatively short time.

Writing the JOURNAL on this subject, C. W. Stanbrough, vice-president of the Universal Vacuum Dry Kiln Company, Kansas City, Mo., says: "Every individual who has anything to do with the marketing of Forest Products is coming to realize that the profits in his business start with properly seasoned stock. And he is alert to every progressive step along this line.

"Our business has shown greater strides during this year than during any 4-month period of 1927. UNIVERSAL seems to be the leading topic of conversation in all dry kiln or kiln-drying discussions."

The "Universal" system of drying has made rapid progress in the cooperage trade since its introduction. A few recent installations of this system for drying cooperage stock are:

The Chas. Wunderlich Cooperage Company of St. Louis, Missouri, large producers of slack cooperage stock, have just completed the remodeling of their slack stave mill dry kiln at their West Memphis, Arkansas, plant to the Universal Vacuum Process.

This is the second installation of Universal Vacuum Dry Kilns in Wunderlich mills for drying slack staves green from the knife. A few months ago the first Universal Vacuum Dry Kiln was installed by the Wunderlich Company at their Memphis Stave Company plant, Memphis, Tennessee. Both kilns are large progressive type kilns with sufficient drying capacity to take care of the daily output of each mill and the performance of these kilns is attracting the attention of the entire Cooperage Industry.

The Gideon-Anderson Company of St. Louis, Missouri, has installed a new Universal Vacuum Dry Kiln for the drying of slack staves at their Gideon, Mo., plant.

The new kiln is of the progressive type and of sufficient capacity to take care of the daily output of one stave knife, approximately 50,000 staves per 24 hours. It is the first unit of a double kiln which will eventually take care of the entire output of this large mill.

Glenn & Trammell, Mound City, Ill., is remodeling two dry kilns for drying slack staves. This company having experienced considerable trouble with molded staves, and having seen the efficient work accomplished by the Universal Process in the drying of slack staves green from the knife, selected Universal Equipment.

After experiencing considerable difficulty in the drying of cooperage stock, the Gilman Manufacturing Company of Gilman, Wisconsin, is remodeling their entire battery of dry kilns at their Gilman plant to the Universal Vacuum Process.

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WINE TIERCE
GLUCOSE PORK

STAVES & HEADING

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Manufacturers of

DOUGLAS FIR AND SPRUCE STAVES AND HEADING

We manufacture all sizes of staves and heading. You will find our grade of stock satisfactory in every way.

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Wooden Barrel Manufacturers' and Dealers' Directory

CANTON BARREL COMPANY, Canton, Ohio. — Dealers and brokers in Wooden Barrels of all descriptions, Tight and Slack.

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Manufacturer of New Tight Barrels made of oak, fir and gum stock.

WOLVERINE BARREL AND BAG CO., 624 Watson St., Grand Rapids, Mich.—Recoopered Tight Barrels for all uses. New Slack Barrels for Apples, Lettuce, etc.

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EMPIRE BARREL CO., 1925 Clinton St., Detroit, Mich.—Second Hand Barrels of all descriptions. Lard Tubs and Nail Kegs.

HOUSTON COOPERAGE AND TUB CO., Box 546, Houston, Texas.—New Tight Barrels from 5 gal. to 55 gal. New Slack Barrels of all kinds. Second Hand Barrels. Ice cream Tubs all sizes.

MOEHN COOPERAGE CO., 310 Southeast Ninth St., Des Moines, Iowa.—New and used Tight and Slack Barrels for Apples, Poultry, Sugar, Alcohol Kegs, etc.

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Dealers in Second Hand and Recoopered Tight Barrels.

JACK COHEN COOPERAGE WORKS, 725 W. Henry St., Indianapolis, Ind.—Dealer in Second Hand Barrels of all kinds.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

SECOND-HAND BARRELS FOR SALE

FOR SALE—3,000 galvanized hoop 200-lb. pork barrels, (once used, all bright). Will sell all or part. Make us an offer. McLOUGHLIN BROS., 82nd and Eastwick Ave., Philadelphia, Pa.

STOCK WANTED

NEW AND SECOND-HAND BARRELS

Manufacturers of new and second-hand barrels. In market for slack cooperage. H. W. BENSON & SON, 108 Pennsylvania Ave., Syracuse, N. Y.

WANTED—FOR PROMPT AND FUTURE DELIVERY

Mill-run regular sawn, white oak staves or white oak cut-offs that will run a large per cent. wines as follows:

200,000—18"
200,000—22"
200,000—24"
300,000—30"

also red oak cut-offs as follows:

200,000—22"
200,000—24"
200,000—30"

LOUISVILLE COOPERAGE CO.
Louisville, Ky.

SECOND-HAND BARRELS WANTED

WANTED—Single head 30-gallon Irish and Norwegian herring or mackerel barrels, carlots, present and future shipments. Quote price and quantity. MORRIS SOLOMON, 171 Morgan Ave., Brooklyn, N. Y.

WE are in the market for second hand single- and double-headed barrels suitable for oil, tar, tallow, etc. AMERICAN COOPERAGE CO., INC., Maurer, N. J.

MACHINERY FOR SALE

REBUILT STAVE and HEADING MACHINERY

Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.

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FOR SALE—One complete line of tight barrel machinery including stave jointers, truss hoops, and other equipment. Will sell as a whole or separate machines at fifty per cent. of cost of new machinery. Address MC, care of "The National Coopers' Journal," Philadelphia, Pa.

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Bought, sold, installed, also layouts or plans for buildings and dry-kilns from ground up, for most economical manufacture of packages from logs to warehouse.

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LEADING second hand cooperage house in Middle West desires to communicate with man having knowledge of the business and willing to buy interest or partnership. Our business has outgrown owner's supervision. Splendid opportunity for right party. Replies confidential. Address "Partner," care of "The National Coopers' Journal," Philadelphia, Pa.

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WANTED—Two Grotnes barrel heading-up machines. Give full particulars regarding condition, price, etc. Address SOUTHPORT CORPORATION, New Orleans, La.

POSITION WANTED

WANTED—A job filing a barrel saw, or running a mill. My work is guaranteed. Address D. J. SATTERFIELD, Chicot, Arkansas.

WANTED—Position as superintendent of barrel manufacturing plant, or foreman of jointing department. Have had several years' experience, and can furnish the best of references. Address "Superintendent," care of "The National Coopers' Journal," Philadelphia, Pa.

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FOR SALE—Slack stave mill consisting of

Three Drum Saws
One 60 H. P. Boiler
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Stave Bolt Equalizer
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and all other equipment necessary for operation. Will sell at a sacrifice for quick disposal. Address "Stave Mill," care of "The National Coopers' Journal," Philadelphia, Pa.

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Cypress, Hardwood and Pine

Virgin Long and Short Leaf Timber, also Cypress and Hardwood, for sale in Georgia, Florida, Louisiana, and Alabama. 20 to 200 million feet tracts. Good logging and easy terms. Write us your requirements. CHARLESTON TIMBER CO., P. O. Box 533, Charleston, S. C.

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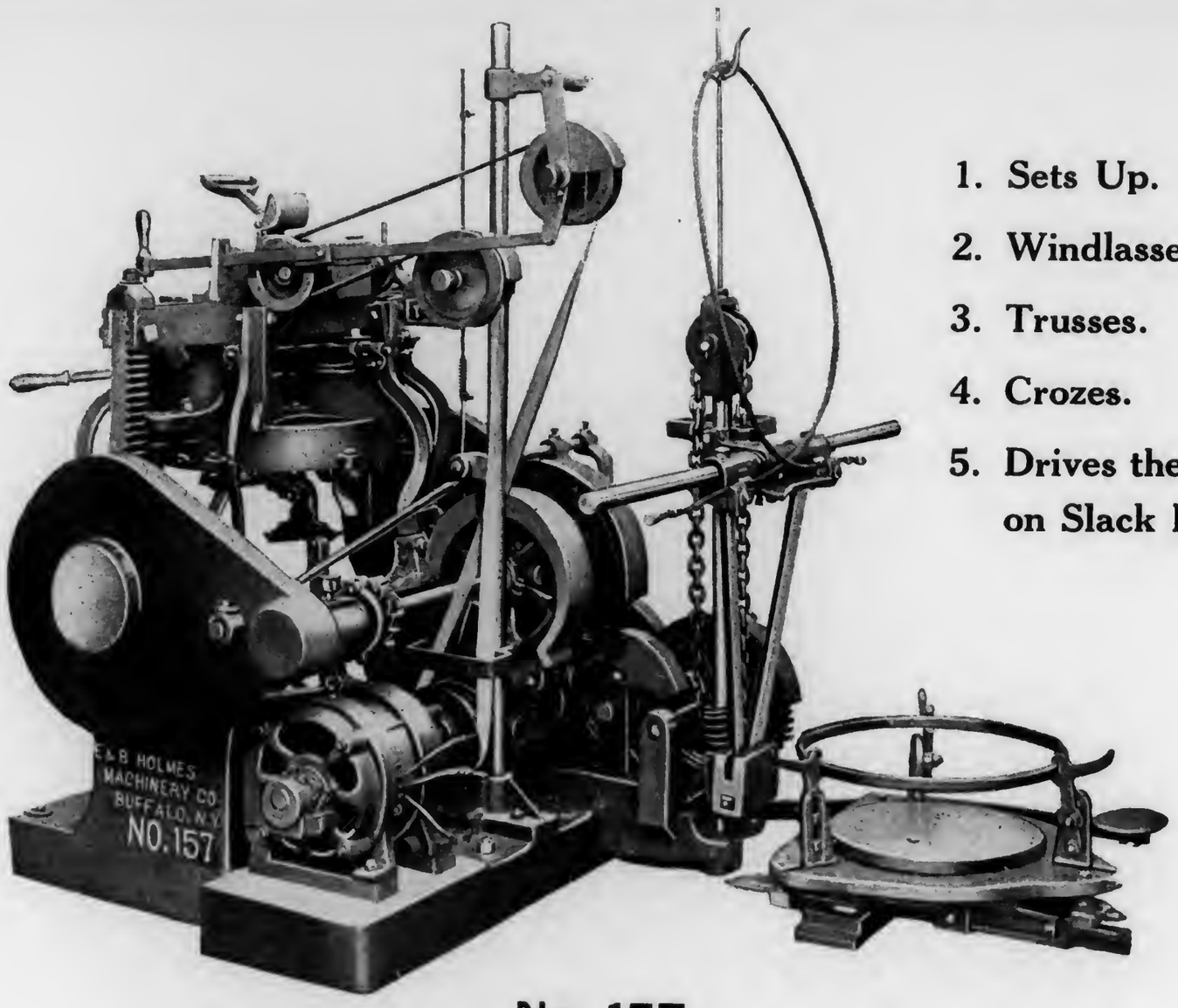

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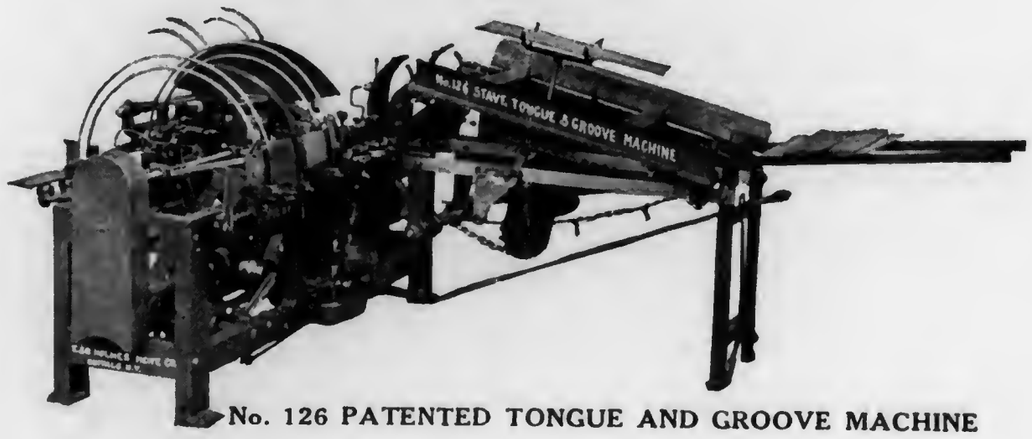

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